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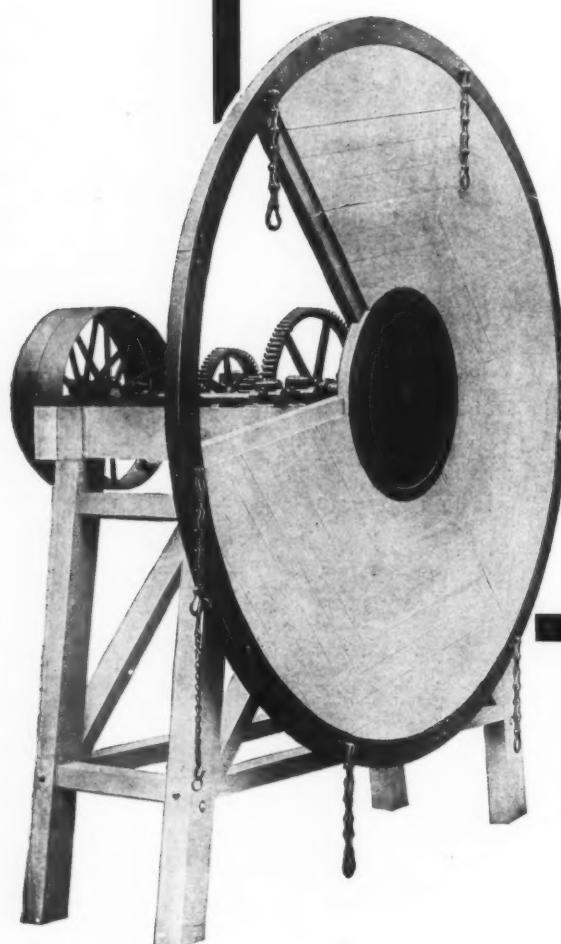
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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 2.

Packers' Views on the Meat Situation

(EDITOR'S NOTE.—This is the first of a series of monthly surveys of the livestock and meat situation from the standpoint of the meat packer, as represented by the Institute of American Meat Packers. Packers constantly receive inquiries from livestock producers asking for their opinion of market conditions. This is one of the many ways in which the Institute will endeavor to promote closer co-operation between producer and packer.)

Several producer friends have written in to ask the views of the Institute of American Meat Packers as to the future trend of hog and cattle prices.

The best answer that can be made is to indicate some of the factors which are uppermost at the present time in the meat and provision world.

To begin with, American industry continues to be busy and highly prosperous. This means high wages for labor and, in turn, a strong domestic demand for fresh meat. When the laboring man is paid good wages he spends his money freely on his table, which means that he buys fresh pork and beef.

Nothing could send prices of cattle and hogs downward so quickly and surely as an upset to the business world which would bring about unemployment of labor.

Foreign Situation Is Important.

The next factor of importance is the foreign situation. There are two angles to this: 1. Europe's present day buying. 2. The overhanging possibility not only of much heavier buying in the future, but of developments which may check the present buying movement. Reference is made here to pork products alone. Exports of beef ended with the war, and there is hardly a chance that they will be resumed in the future.

At this time England is buying considerably in the way of pork products on the cost-plus basis. For three months past this has been the policy of the British Food Ministry, which is handling England's food situation. Also, exports are going forward which were bought last fall for delivery this winter.

All of this buying, however, is a somewhat minor matter compared to what European countries might buy if they could receive credit in the United States. Most people understand in a general way existing conditions in the finances of most European nations. These countries have issued such large volumes of credit money at home; their outside obligations are so heavy and their own supplies of surplus goods for exchange are so small that it is exceedingly difficult for them to trade with other countries.

Conditions being as they are, it is clear why Europe is confining its purchases to the bare necessities. There is hardly a doubt that a large loan to Europe on the part of the United States would do more to bring up livestock prices than any other factor. We record this without expressing any opinion as to the advisability of such a loan.

However, we would like to suggest to the American farmer that he watch the foreign exchange situation, and that he endeavor to understand the definite bearing that European finance has upon his own personal prosperity and well-being.

Try to Prejudice British Against Our Meats.

There are other angles to the foreign situation. In England, for example, certain trade interests are trying to prejudice English buyers against American meats. The reports of the Federal Trade Commission concerning the five larger packers have been distributed widely abroad, although it should be remembered that over fifty American packing companies are engaged in exporting meat products to England and the continent.

We suspect that this propaganda has had something to do with the favor with which Chinese bacon has been received in England. We hear that large shipments of this product have been sold there recently.

To what extent the shortage of freight cars, particularly in the West, has affected the prosperity of the American live stock producer we do not know, but this condition has been a factor of considerable moment, we believe. Here is a very definite reason why the farmer should interest himself in the country's railroad problem. Clearly, it is to the farmer's interest to work for that system of railroad operation which he believes to be of the greatest efficiency.

Government Beef Sales Hurt Producer.

We wonder if the farmer has been giving thought to the recently announced plan of the Government to sell the large stores of frozen beef which it has on hand at present. The public announcement was to the effect that it would be sold below the market in order to help the consumer. Recalling that exports of American beef to Europe have ceased entirely, we hardly need point out how sensitive the beef market is to any upsetting factor, and that the present plans of the Government

may have a certain bearing on livestock prices.

Another factor of marked importance in the cattle market has been a recent movement in hide prices. It is not generally appreciated that a cent up or down in the wholesale hide price means a change of about fourteen cents per hundredweight on beef. Recently hides have been off as much as seven cents a pound, a condition due, perhaps, to the fact that leather prices have advanced to a point where consumption has been checked. This will inevitably be reflected in the prices for live cattle.

Such are the important factors that come into the calculations of the packer just now. There are other factors, such as the high price of cotton, which has caused the South to increase its acreage of planting of the cotton, and cut down its livestock census; and likewise, the high price of small grains, which has caused producers in Canada and our own West to reduce their livestock operations.

To the farmer interested in noting the forces that determine prices, the present is certainly a time rich with interest.



PACKERS' REGIONAL CONVENTION.

The Institute of American Meat Packers will hold a midseason meeting, or regional convention, at San Francisco, Calif., on February 2, 3 and 4. As has already been stated in the columns of The National Provisioner, the programme is in the hands of Vice-President Charles S. Hardy, of San Diego, Calif. Mr. Hardy is making plans for a lively gathering and a fine programme, and a large attendance of Western members is expected. Many from the Middle West and some from the East will also attend.

The subjects upon which papers will be read and addresses delivered include the "Value to the Meat Packing Industry of Collective Action as Obtained Through Membership in a National Organization," "The Importance to the Industry of Obtaining and Retaining the Good Will of the Public as to the Economic Work of the Meat Packing Industry," "Modern Packinghouse Cost Accounting," "Practical Helps to the Operating Side of the Industry Through Recent Improvements in Machinery and Equipment," "Safety First," "Foreign Trade," etc.

Leading men in the industry and prominent persons outside of it will talk at these meetings.

Swift Shows 1.15 Cents Earned on Sales

Annual reports made public at the stockholders' meeting of Swift & Company in Chicago on January 8 show that the company did almost a billion and a quarter dollars' worth of business last year, on which they earned an average of 1.15 cents on each dollar of sales, or a quarter of a cent per pound on product shipped. Profits on the average capital stock and surplus were six and three-fifths per cent.

President Louis F. Swift, in his statement, said that after paying dividends of 8 per cent the sum of \$3,806,721.34 had been passed to surplus account. Total sales were given as over \$1,200,000,000. Net earnings for the year were given as \$13,870,181.34.

In his report Mr. Swift said:

"As every one knows, the packing business has its ups and downs, and this has been one of the poorer years. We may have two or three good years and one or two poor years, but taken as a whole, year in and year out, the packing business will give a good account of itself.

"We called attention last year to the high inventory prices, and to the fact that a shrinkage in values would be bound to occur sooner or later. Such a shrinkage has occurred, and has produced a drop in earnings.

Considering the decline in values in consequence of the withdrawal of foreign buyers from the market last fall, and the low price of foreign exchange, we have done fairly well.

"It is proper to state at this point that depreciation in values is not likely to continue, and therefore we need not be apprehensive at this time of further serious declines. Also, any advance in the foreign exchange market, which is sure to come, should work to our financial advantage."

Stockholders Don't Like to be Called Profiteers.

Mr. Swift pointed out that the present wholesale prices of meats are much lower than they were a year ago and lower in proportion than other food products. He continued:

"Every shareholder of Swift & Company naturally resents criticism of the company, and he resents more than anything else the implication of 'profiteering.' Swift & Company is not a profiteer. Reference to our financial statement will make this plain.

"Few companies in the United States have a greater number of shareholders. We have now over 35,000 shareholders of record, over 10,000 of whom are employees. Nearly 13,000 other employees have subscribed for shares under our 1919 employees' stock savings plan, making a total of over 48,000 who are or will soon become shareholders of record, and of whom 23,000 are employees.

"I have said before to our employees 'Get in debt,' advice which they have followed to their advantage. So I say again, get in debt, not for clothing or for luxuries, but for some investment of intrinsic value that is worth saving for. As soon as you get one thing paid up, buy something else and get in debt again."

The retirement from business of F. S.

Hayward, who has been secretary of the company since 1911, was announced. Mr. Hayward has taken up his residence in California. C. A. Peacock, for many years assistant secretary, was elected secretary.

Wider Plan for Employees' Welfare.

A more comprehensive plan of employees' welfare is indicated in the establishment of a department for this work under the direction of John Calder. "It will be our object through this department to cultivate and further develop the human element in our business," said the company's chief executive in this connection.

Mr. Swift touched briefly upon the agreement recently entered into with Attorney General Palmer, citing the fact that the company had begun segregations some time ago, with a view to confining its activities to lines directly related to the slaughter of meat animals and the handling of poultry, butter, eggs and cheese. He said:

"While we have felt that we have had a perfect right both morally and legally to be engaged in any related lines that we could manufacture and distribute economically, there seems to have been a certain amount of public sentiment against one packing concern being engaged in many different lines of business.

"Swift & Company has therefore expressed a willingness to dispose of its interests in public stockyards, stockyard terminal railroads and stockyard newspapers if a legal way can be found and to discontinue handling various lines, principally canned goods and a few minor articles which have been sold in small quantities but which do not aggregate more than 3 per cent of our total business."

In closing, the speaker expressed the hope that the public would realize that these concessions were made with a sincere desire to co-operate in allaying agitation "which is harmful to our business and to the public at large."

Balance Sheet for the Year.

The report of Treasurer L. A. Carton

for the fiscal year ending November 1, 1919, showed the following balance sheet:

| | |
|------------------------------|------------------|
| Assets: | |
| Cash | \$ 22,915,431.11 |
| Accounts receivable | 149,796,212.55 |
| Inventories | 191,890,848.81 |
| Stocks and bonds | 35,133,577.53 |
| Real estate and improvements | 89,803,861.92 |
| | \$489,539,931.92 |

| | |
|---|------------------|
| Liabilities and capital: | |
| Accounts payable | \$ 39,260,829.02 |
| Notes payable | 145,224,206.06 |
| 6% gold notes | 25,000,000.00 |
| 5% first mortgage sinking fund gold bonds | 30,258,500.00 |
| Reserves | 11,414,496.51 |
| Capital stock \$150,000,000.00 | |
| Surplus | 88,381,900.33 |
| | \$489,539,931.92 |

| | |
|-------------------------------|------------------|
| Total stockholders investment | 238,381,900.33 |
| | \$489,539,931.92 |

| | |
|---|------------------|
| The profit and loss account for the year ended November 1, 1919, is as follows: | |
| Earnings from the manufacture and sale of meat and by-products from cattle, calves, sheep and hogs | \$ 15,586,166.20 |
| Earnings from all other food products including poultry, butter, eggs, cotton oil, lard substitutes | 3,515,187.41 |
| Earnings from all other operations and investments | 8,141,377.27 |
| | \$489,539,931.92 |

| | |
|---------------------------------|------------------|
| Total earnings from all sources | \$ 27,242,730.88 |
| Interest paid on borrowed money | \$ 12,572,549.54 |

| | |
|---|------------------|
| Net earnings before federal and foreign taxes | \$ 14,670,181.34 |
| Reserve for federal and foreign taxes | 800,000.00 |

| | |
|-------------------|------------------|
| Earnings for year | \$ 13,870,181.34 |
| Equivalent to | |

| | |
|--|------------------|
| 1 15/100 cents on each dollar of sales. | |
| 1/4 cent per pound on all products shipped. | |
| 6 3/5% on average capital stock and surplus. | |
| Dividends paid at 8% per annum (average capital stock for the year being \$125,793,250.00) | 10,063,460.00 |
| | \$489,539,931.92 |

| | |
|--|-----------------|
| Surplus profits for year | \$ 3,809,721.34 |
| Surplus brought forward from previous year | 84,575,178.99 |

| | |
|------------------------------|------------------|
| Surplus at Nov. 1, 1919 | \$ 88,381,900.33 |
| Sales, over \$1,200,000,000. | |

Shipments, over 5,500,000,000 pounds.

Why Packers Settled with the Government

The public obtained a distorted impression of the agreement between certain large packers and the U. S. Attorney General whereby government action against them was discontinued. Newspaper reports and comments gave the people what these packers believe was a wrong understanding of the action taken.

In a statement made public this week Edward Morris, president of Morris & Company, makes clear what the agreement was, and how it came to be made. He goes into the situation fully, showing that there was no "dissolution," and that the packers admitted neither legal nor economic guilt.

The statement of Mr. Morris is as follows:

"There has been a great deal of speculation as to the effect the recent settlement between the government and the

packers will have on Chicago's biggest industry. That, of course, is important, but more important still will be its effect on the country as a whole, on the man who produces the live animals we transmute into food, and on the consumer of our finished products.

"In this matter the public is entitled to know the exact facts and should be treated with complete confidence. Misunderstandings should not be possible, either now or later. Certain misinterpretations have been given publicity which should be corrected.

"So far as we are concerned, this is an open book. We want the people to understand not only what this settlement means but also, for their good and our good, to study and appreciate our problems and difficulties. Our cards are on the table,

(Continued on page 38.)

Palmer Against Any Packer Legislation

Attorney General Palmer told the Senate Committee on Agriculture at Washington on January 5 that he would not recommend any legislation to regulate or control the meat packing industry of this country. This statement was made at the resumption of hearings by the Committee on proposed packer legislation.

The Attorney General made it clear that he does not believe such radical legislation as that proposed in the Kenyon-Kendrick bills, or the substitutes just offered by these senators, should be enacted. He said he would like to see the condition brought about by the settlement of the suits against the big packers given a chance to work out. He was of the opinion that much more would be accomplished by this settlement than by a long-drawn-out legal battle, or by proposed legislation.

He had been invited by the Senate Committee to explain his recent settlement with the big packers. He sketched the history of the negotiations, and said the settlement was not at all satisfactory to the packers, but they had agreed to it.

"I drew the plan myself," said the Attorney General, "and submitted it to the packers. They objected strenuously to some provisions, but finally consented to do everything we wanted them to do." He continued:

"I could have gone into the criminal courts, but I had in mind even if an indictment was secured and conviction followed it would not bring direct relief to the situation which has formed the ground for so many complaints against the packers. I could have gone into the civil courts against them, but a bill of equity, vigorously contested, might not have accomplished the desired relief. I believe it better to do what I did than to go hammering away at the packers in the courts with no assurance of what might have been the result.

"Under this decree the packers have agreed that the companies, their subsidiaries and principal stockholders are to be got out and forever kept out of control of stockyards, terminals, market newspapers and lines of business unrelated to the immediate packing industry. The decree will be entered in court within a day or two. The decree is designed to permit stock producers to substitute themselves for the packers in control of markets, if they so desire. I understand that has been the chief complaint of producers.

"It will also keep the packers out of unrelated lines of business. Grocers have complained that they could not compete with packers in the grocery business; now the cause of their complaint will disappear, because the packers are going out.

"Moreover, the packers forever are enjoined from engaging in the public storage warehouse business and retail meat business.

Packers Do Not Admit Wrong.

"It should be understood, however, that the packers agreed to do all these things without at all admitting they had been guilty of any wrongdoing. The decree is drawn in such fashion that the Government can at any time proceed against the

packers for improper practices or any violation of law, past or present or future. In view of the fact, however, that they have gone so far as they have, I think it would be improper for me to pursue violations of the law that may have occurred in the past.

"I do not think the decree will result in any immediate price reductions.

"In regard to butter, eggs, cheese and poultry, which are not mentioned in the decree as among things packers must not deal in, I first determined they should get out of these lines of business also. The more I went into the subject the greater doubt arose about it. So the matter is left open for any future action that it may be deemed necessary to take.

"Even outsiders have doubts whether the Government ought to force packers to get out of this line of business. As it is, we have without intending to be brutal, made simply butchers out of packers. Butter, eggs, cheese and poultry are things that packers, by reason of their special equipment, can handle economically. It is a question whether it would be the best thing for the American people to take this business away from the packers."

No Partiality Is Shown.

Mr. Palmer made it clear that the settlement in no way interfered with any complaints against them now before the Federal Trade Commission. Neither would it interfere in any way with any action the Government desired to take in the future.

Mr. Palmer resented what he considered an inference question asked by Senator France, that persons with wealth received more consideration at the Department of Justice than persons without, saying:

"The settlement made with the packers was identical in character to the settlement made with the coal miners. We could have sent some coal miners to jail, just as we might have convicted some packers. But I saw nothing to be gained by such procedure. Coal miners agreed to go the way we were going, and we settled with them. Packers agreed to go the way we were going, and we settled with them. I think that especially in the latter instance we have made a great step forward. I would like to see it tried out. I would not recommend any packer legislation."

Responding to a question by Senator Kendrick, Attorney General Palmer said he saw no objection to formation of a livestock commission to deal with practices at markets, adding: "But I believe that such a commission simply would duplicate the work of the United States courts. I have no objection to such a commission, but I do not advocate it."

KENYON OFFERS SUBSTITUTE BILL.

When the Senate Committee on Agriculture on January 5 resumed its hearings on the Kenyon-Kendrick bills to regulate the packing and livestock industries, the authors of these bills submitted a substitute measure to take the place of those which they found were not in accord with public opinion. This new bill Senator Kenyon said he would try to push to enactment at this session of Congress.

The Kenyon substitute was not introduced in the Senate, but was submitted

informally to the Senate Committee. At last reports it had not gone into the legislative hopper, and it may never get there.

The new measure substitutes a so-called "voluntary registration" system for packers in place of the discredited government licensing system provided for in the old bills. It creates a Federal Live Stock Commission of three members to take control of the meat and livestock industries, in place of the first-proposed control by the Secretary of Agriculture. The powers now vested in the Department of Agriculture and in the Federal Trade Commission, so far as they affect livestock and meats, are to be centered in this new body.

The new Federal Live Stock Commission is given arbitrary authority, subject only to limited court review, over the industries. The so-called "voluntary registration" system provides that any packer or other interest may apply for registration and receive a permit to do business. But violation of any regulation of the Commission subjects the registrant to practical ostracism, so that a packer practically could not do business without having a government permit.

The bill gives the Commission power to make any rules it sees fit for the operation of the industry, to specify how packers' books and records shall be kept, and gives its agents power to enter their premises and inspect books at any time they desire to do so.

The bill also puts all refrigerator cars under railroad control, and no private cars owned by any packer, large or small, can be hauled unless that packer agrees to permit the roads to furnish his cars to any other packer upon reasonable request. In other words, all private cars are made common property.

The bill also divests all packers of stock yards ownership or interest, and in other terms is similar to the old measures. It covers every packing and affiliated interest in the country, and touches the small dealer in meat products the same as the big packer.

In announcing his new measure Senator Kenyon admitted that if it worked well this same system of government regulation might be applied to other industries as well.

(Continued on page 47.)

SENATE FEDERAL TRADE PROBERS.

The Senate Committee on Interstate Commerce, to which was referred the investigation of employees of the Federal Trade Commission charged with bolshevism, has appointed the following subcommittee to conduct the investigation: Senators Townsend of Michigan, LaFollette of Wisconsin, Watson of Indiana, Myers of Montana and Wolcott of Delaware. Senator Watson charged in a speech in the Senate that employees of the Commission, whom he mentioned by name, while engaged in the investigation of the packers were participants in socialistic and bolshevistic activities, and some of them had even marched in anarchist parades. His resolution calling for an investigation was adopted and the sub-committee now appointed will conduct hearings, it is understood.

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner receives no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat.]

It should also be remembered that packinghouse practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

SHRINKAGE OF DRESSED POULTRY.

The following inquiry comes from an Eastern reader:

Editor The National Provisioner:

What is the experience of poultry packers as to shrinkage of dressed poultry—chickens, turkeys, ducks and geese?

Poultry shrinkage, from live to cold dressed weight, is approximately 13 to 15 per cent, and 1 to 1½ per cent in chilling and packing. Poultry should have nothing to eat and a plentiful supply of clean water for 24 hours before killing, and when killed should be properly and thoroughly bled.

Do not chill poultry at below 33 degs. nor above 35 degs. Fahr. Then, if it is to be carried for any length of time, after being thoroughly chilled it should be sent at once to the "sharp freezer."

STRENGTH OF SALT IN CURING.

An inquiry from a pork packer new in the business is as follows:

Editor The National Provisioner:

In giving curing recipes you mention so many degrees on the salometer, etc. Can you give us more specific information as to the proportions of salt used in curing and what these figures mean?

The following table shows the properties of solutions of salt, and should be useful in curing. It answers your question as fully as possible in a brief space:

| Per centage of salt by weight. solution. | Pounds salt per gal. of water. | on salometer meter. | Degrees | | |
|---|---|---------------------------|-----------------|---------------------------------------|----------------------------|
| | | | at 60° Fahr. | Weight per gal. at 39° Fahr. | Freezing point Fahr. |
| 1 | 0.084 | 4 | 8.40 | +30.5 | |
| 2 | 0.169 | 8 | 8.46 | +29.3 | |
| 2.5 | 0.212 | 10 | 8.50 | +28.6 | |
| 3 | 0.256 | 12 | 8.53 | +27.8 | |
| 3.5 | 0.300 | 14 | 8.56 | +27.1 | |
| 4 | 0.344 | 16 | 8.59 | +26.6 | |
| 5 | 0.433 | 20 | 8.65 | +25.2 | |
| 6 | 0.523 | 24 | 8.72 | +23.9 | |
| 7 | 0.617 | 28 | 8.78 | +22.5 | |
| 8 | 0.708 | 32 | 8.85 | +21.2 | |
| 9 | 0.802 | 36 | 8.91 | +19.9 | |
| 10 | 0.897 | 40 | 8.97 | +18.7 | |
| 12 | 1.092 | 48 | 9.10 | +16.0 | |
| 15 | 1.389 | 60 | 9.26 | +12.2 | |
| 20 | 1.928 | 80 | 9.64 | +6.1 | |
| 24 | 2.376 | 96 | 9.90 | +1.2 | |
| 25 | 2.488 | 100 | 9.97 | +0.5 | |
| 26 | 2.610 | 104 | 10.04 | -1.1 | |

HANDLING SWEETBREADS.

A subscriber in the East writes as follows:

Editor The National Provisioner:

Can you tell us how sweetbreads should be handled to prevent spoiling?

Beef sweetbreads should be trimmed free of all fat and blood clots and put into ice water at once. Leave in ice water over night in the cooler. Change the water until sweetbreads are thoroughly bleached. Place in pans, each piece separately, and put into the sharp freezer at 6 to 10 degs. below zero for 24 hours, then place in the storage freezer at 12 degs. above. There are two grades; No. 1 is the selected and No. 2 the smaller and discolored pieces.

Calf sweetbreads are handled exactly the same as beef sweetbreads. Freeze in pans with the heart bread on top of the throat bread. Be careful not to mix with beef sweetbreads.

It is not necessary to keep hog sweetbreads separate, but freeze them in bulk, making the layer not more than two

inches thick, however. Freeze and store the same as beef sweetbreads.

Lamb sweetbreads should be chilled overnight on screens or in pans. Do not bleach, but freeze and store the same as beef sweetbreads.

PACKERS' INSTITUTE COMMITTEES.

Chairmen of the various standing committees of the Institute of American Meat Packers held a conference at Institute headquarters at Chicago on January 8 to talk over the progress of committee work. There are ten standing committees of the Institute, and each has definite lines of work which it is planning and carrying out.

The meeting was presided over by Thomas E. Wilson, president of the Institute, who is himself chairman of the Committee to Confer with Livestock Producers, and those present included James S. Agar, chairman Committee to Confer with Government Officials; John A. Hawkinson, chairman Committee to Confer with Retail Dealers and Trade Associations; W. B. Farris, chairman Committee on Packinghouse Practice; W. H. Gehrmann, Davenport, Iowa, chairman Committee on Eradication of Livestock Diseases; Arthur D. White, representing G. F. Swift, chairman Committee on Public Relations; Samuel T. Nash, Cleveland, O., chairman Committee on Foreign Relations and Trade; and Robert G. Gould, secretary.

The Committee on Foreign Relations and Trade held a meeting on January 7 to consider export matters now pending which are of great importance to exporting packers. Those present included Chairman Nash, Cleveland, O.; Charles S. Hammond, Detroit, Mich., and Messrs. Robert Maier, Rosenbach, Hawkinson, Shoemaker and Shepard, Chicago, James G. Cownie of Buffalo and A. L. Eberhart of Austin, Minn., also were present.

1920

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Chicago and New York

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MEAT TRADE PROSPECTS

The past year has been a memorable one in the meat packing industry. Sensational market and trade conditions have marked its progress, and it closed with the situation shrouded in enough uncertainty to make one guess as good as another as to the immediate future.

When the world war ended the expectation was general that this country was on the eve of an enormous foreign trade

expansion. Everybody got ready for it, and hopes were high. There was heavy foreign buying in the early months, and some of it was with a recklessness that has left a bad situation to be cleared up. The decline in foreign exchange to record low levels during the closing weeks of the year, and the failure to arrange foreign credits, put the whole export situation in the air.

The war is over, but a peace basis is not yet reached, and until it is reached general trade stagnation is very likely to continue. There are those who talk about "America for Americans" as though we could exist without trade relations with other countries. They may or may not be talking for political effect, but the fact remains that Europe and pretty nearly all the rest of the world appears to be in poor shape, and it would seem to be to our interest to help them get on their feet if we want to do business with them.

In this country we have been busy and prosperous. High wages have been a temptation to extravagance, just as big war trade profits were a similar temptation. The consumer, particularly the workingman, has demanded only the choice cuts of meat, with the inevitable result. The larger proportion of the animal has been marketed at a loss.

Attention has been called to the fact that the values of packinghouse products today are at least 30 per cent below what they were a year ago. In the face of rising prices in other commodities this is a showing for which the meat trade should receive credit, but doesn't. Then, too, the fall in values will have its effect in discouraging the livestock producer. If less meat is available for market, prices will go up again. Either way the cat jumps the packer gets the blame.

The world needs meats and fats, and will buy them from America if it is allowed to do so. Peace must come first, so that a world basis of doing business can be arranged. When the peace treaty is signed and adjustment of the international credit situation is made, then trade may be expected to resume a normal aspect. It is unfortunate that politics is likely to enter even into this question of credit arrangements. In fact, with a presidential campaign just ahead, politics is likely to dominate everything. This is our American way, however, and we can only grin and make the best of it until after the Tuesday following the first Monday in next November.

MEAT LOSS FROM DISEASE

Analysis of the reports regarding tuberculosis in cattle and hogs, issued during

the last three years by the United States Department of Agriculture, indicate a decrease in the percentage of animals found to be infected with this disease. The figures based on post-mortem results at federally inspected meat-packing establishments are encouraging to state and federal authorities and others engaged in the eradication of tuberculosis.

A summary of the federally inspected slaughter of cattle at eight important market centers—Chicago, Kansas City, Omaha, South St. Joseph, St. Paul, Sioux City, East St. Louis, and Milwaukee—shows that the percentage of animals condemned for tuberculosis for the year ended June 30, 1917, was 51 hundredths of 1 per cent of the whole number slaughtered.

For 1918, condemnations for the same cause had decreased to 0.38 per cent; and in 1919 they had dropped to 0.32 per cent. The total number of cattle slaughtered in 1917 at the eight points mentioned was 5,966,824, and in 1919 this had increased to 6,995,735.

The reports regarding hogs at the same eight markets show that the percentage condemned for tuberculosis in 1917 was 0.244 per cent; in 1918, 0.199 per cent; and in 1919, 0.17 per cent.

It is noteworthy, the Meat Inspection Division points out, that the percentage of tuberculosis in hogs declined along with the decrease of the same disease among cattle. The figures support the long-accepted belief that swine are infected with the tuberculosis principally from cattle, infection being spread in most cases either by feeding unpasteurized skim milk, by allowing hogs to eat tuberculous carcasses or offal, or permitting the hogs to follow diseased cattle in feed lots and pastures.

Livestock owners, the Department of Agriculture declares, can hasten the stamping out of tuberculosis by careful attention to sanitation, by having their herds tested with tuberculin, removing any reactors found, and thereafter requiring all cattle introduced on the farm to have passed a successful tuberculin test.

Meat packing interests have long advocated these reforms, pointing out the millions of dollars in annual loss in meat supplies from condemnations due to this disease alone. It is encouraging to note the decrease in animal tuberculosis, both as an evidence of systematic efforts on the part of the government, and because of the indication that producers are beginning to overcome their ancient aversion to health regulation, and are perceiving the benefit to their own pocketbooks of reform which is self-instituted and maintained.

January 10, 1920.

TRADE GLEANINGS

The Gilt Edge Packing Co., of San Francisco, Cal., has established a branch plant at Sacramento, Cal.

The New York Market Co. has incorporated with a capital of \$75,000 to handle meats and meat products at Racine, Wis.

An abattoir, the property of the Quebec Abattoir Co., Quebec, Canada, located on the northern limits of the city, has been destroyed by fire.

The Co-operative Meat Co., of Oakland, Cal., has declared a dividend of 20 per cent. This is the first dividend since its inception several years ago.

Fire caused a slight loss to the packing plant of the Burkhardt Packing Co., located at Burkhardt avenue and Irwin street, Dayton, O., last week.

Johnson & Openshaw, Inc., Oroville, Cal., have been granted permission to sell shares of their stock for the purpose of raising funds for contemplated improvements.

Cold weather has occasioned a halt in building operations involving the construction of a new addition to the Northwestern Packing Co. plant, near East Helena, Mont.

Di Santo & Co., exporters and importers, of Duluth, Minn., intend very soon to open an office in Naples, and will engage in the export of meat and other products. If you write, direct to Di Santo & Co.

According to tentative plans, Morris & Co. will remove one of their Southern plants, now at St. Bernard, La., to Gulfport. Miss. Representatives are investigating general conditions and a complete report is expected to be rendered shortly.

L. F. Chapman, for the last four years manager of Armour & Co.'s plant at El Paso, Tex., will be the new branch house manager of Armour & Co. at Spokane, Wash. Mr. Chapman has been located as manager at El Paso, Tex., Phoenix, Ariz., Trinidad, Colo., and Paducah, Ky.

Directors of Campania Swift Internationale (Swift International Company) have declared an interim dividend of \$1.20 gold per share, payable Feb. 20 to stockholders of record Jan. 20. This is 8 per cent on the par value of the shares. Hereafter it is proposed to declare semi-annual dividends in August and February, instead of June and December. The headquarters of this company are at Buenos Aires, Argentina.

Beautiful advertising calendars were received from the J. P. Squire & Co., Boston, Mass., packers of pork products, and Oscar Mayer & Co., of Chicago, Ill., and Madison, Wis. The Squire & Co. calendar shows a choice specimen of cornfed hog with a wreath of cornstalks picturesquely draped about it. The Mayer calendar is a

water-color picture of one of the beauty spots of the Pacific coast near Monterey, Cal., by an English artist.

TRY TO FORCE FULL CAR WEIGHTS.

Protest has been made by the Institute of American Meat Packers to the Railroad Administration at Washington against the proposal of the Western Freight Traffic Committee to increase the carload minimum weight on fresh meats and packinghouse products in mixed carloads. It is asserted that the proposal to insist on full car capacity weights is absolutely impractical in the case of such commodities as fresh meats and packinghouse products, and that it will cause great hardship and loss if an attempt is made to enforce it. The Institute protest says:

"We understand that the Western Freight Traffic Committee has made a recommendation under their Application No. 6359 to increase the carload minimum weights on fresh meats and packinghouse products in mixed carloads as follows:

1. Where a common rate applies to both fresh meats and packinghouse products the carload minimum weight on mixed carloads will be 25,500 lbs.

2. Where a different rate applies on straight carloads, charges on mixed cars will be on basis of the carload rate on each at actual weight, subject to a minimum charge which equals the charge for 21,000 lbs. of fresh meat at the carload rate thereon or 30,000 lbs. of packinghouse products at the carload rate thereon whichever is higher.

Individual packers had requested hearing on this drastic recommendation, but were unable to secure proper audience with the Western Freight Traffic Committee.

The Institute of American Meat Packers, speaking for its membership, desires to urge that the recommendation be reconsidered and an opportunity given to show the impropriety of a proposal, which would result either in loss of food products account of the heavy loading or a penalty charge against every car which was properly loaded and unnecessarily increase the cost of the product.

"It has been demonstrated to the satisfaction of the Food Administration that in the summer time, mixed cars of fresh meats and packinghouse products should not be loaded in excess of 22,000 lbs. and during the winter months not in excess of 24,000 lbs.

"We urge you to hear practical men on the subject before endorsing a rule based on a mathematical formula."

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Don't take chances on your product's losing any of its quality—use containers that are clean, sanitary and dust-proof—in other words, use **HEEKIN CANS**.

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MEAT PACKERS
CORRESPONDENCE SOLICITED

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Advanced—Demand More Active—Hogs Higher—Receipts Increasing—Distribution Better.

The provision market during the past week has displayed a much better tone, with a general advance from the low prices prevailing at the beginning of the month. This advance has not been important, but it has reflected a better feeling in the trade and a somewhat more confident idea of the general trade outlook for hogs and hog products. This was reflected in the action of the hog market. The average for the past week was about 75c a hundred higher than the average of the preceding week, and prices further advanced at the beginning of this week, easing off a little under the larger receipts as the week advanced.

From the low point hogs were up about \$2.50 a hundred, and this in face of a larger movement. The receipts of hogs at the principal markets showed an increase over the preceding week, but even then were 195,000 less than for the corresponding time last year. Since November 1st the receipts at the six leading markets have been 5,712,000, against 6,792,000 a year ago. Although the receipts have been so much less than last year, the average price has been from \$3 to \$4 a hundred less than last year, and the average price of cattle has also been distinctly less than last year. The comparative average of hogs, cattle and other live stock for the past week at Chicago follow:

| | Hogs. | Cattle. | Sheep. | Lambs. |
|-----------------------|---------|---------|---------|---------|
| Last week..... | \$14.25 | \$14.25 | \$10.00 | \$18.00 |
| Previous week..... | 13.52 | 13.90 | 10.10 | 17.70 |
| Cor. week 1919..... | 17.74 | 16.10 | 10.00 | 15.80 |
| Cor. week 1918..... | 16.40 | 11.85 | 15.90 | 16.85 |
| Cor. week 1917..... | 10.20 | 9.85 | 9.80 | 13.30 |
| Cor. week 1916..... | 6.90 | 8.45 | 6.65 | 9.00 |
| Cor. week 1915..... | 7.15 | 8.35 | 5.85 | 8.60 |
| Cor. week 1914..... | 8.20 | 8.45 | 5.50 | 8.15 |
| Cor. week 1913..... | 7.43 | 8.00 | 5.25 | 8.70 |
| Cor. week 1912..... | 0.33 | 7.00 | 4.55 | 6.80 |
| Av. 1912 to 1919..... | \$10.05 | \$9.75 | \$7.95 | \$11.00 |

Demand for product as shown by the shipments has continued of fair volume. The shipments of cut meats from Chicago the past week were 20,000,000 lbs., and

since November 1st have been 14,000,000 lbs. in excess of last year, while shipments of lard have been about 2,500,000 lbs. in excess of last year, which is a good record considering the decrease in the packing. On the whole, however, the distribution has not been as liberal as expected.

The Chicago stock of all products during the past month increased in round numbers 16,000,000 lbs., with the grand total on hand 143,000,000 lbs., against 127,000,000 lbs. the preceding month and 185,000,000 lbs. last year. At Milwaukee the stocks of meats increased nearly 9,000,000 lbs. for the month, at South Omaha the increase was 7,000,000 lbs., and at St. Joseph the increase was 7,000,000 lbs. There was increase in the stocks of lard at all the points.

This development, in view of the decrease in packing, was a very distinct indication of the falling off in the domestic distribution. Careful analysis of the production and stocks statement with the exports show that the production for five months this year fell off just about the same as the decrease in the exports. The domestic distribution was just about the same as a year ago. On the other hand, the analysis of the beef situation shows a huge decrease in the exports, but this is about offset by a large increase in the domestic consumption.

The exports the past week from the principal Atlantic ports show a fair volume of outgoing product, the total amount of meats being about 37,000,000 lbs. and lard approximately 8,000,000 lbs. This small movement has been going on for a number of weeks, and is the condition which explains the increasing stocks of products.

Senator Capper attracted a good deal of attention this week in Congress in a statement that stock breeders in the South West were suffering huge losses on account of the decrease in exports, and was urgent to have action taken which would increase the exports through government credits of some kind. In view of the recent stock statements of products Senator Capper's statement is rather in-

teresting. This year and last year the big stocks of product were made in the winter, with the largest stocks on hand in February and March, followed by a decline both years to about half of the stocks at the beginning of the year. The decrease this year has been almost as large as last year. Following the natural movement of stocks there should be a material gain in the next month or two, although with the lighter packing it is somewhat of a question whether the stocks this year will reach the huge total of last year, which was about 1,100,000,000 lbs.

Feeding costs this year bear a very different relation to those of last year. A year ago corn for a while was comparatively cheap, while hogs were maintained at around the 17½c level and when the hogs were de-stabilized the advance in hogs was greater than the advance in the corn. This year the prices of January corn in Chicago, between \$1.30@1.40, is offset by the average price of hogs, from 14½c to over 15c a lb., and cattle around 14@14½c. The average for years prior to the war was about the cost of 10 bushels of corn in Chicago to 100 lbs. of live hogs in Chicago, and about the same relation on cattle. Students of the situation say there would appear to be very little in the relative cost situation other than labor to cause apprehension.

PORK—The market was weaker both in the East and West, with demand slow for both domestic and export. At New York mess pork was quoted at \$44 nominal; family, \$52@53, and short clears, \$44@50. At Chicago cash lots were quoted at \$39½.

LARD—The market was quiet and steady. Demand is slow and stocks are increasing. At New York prime western was quoted \$24.30@24.40; middle west, \$24.10@24.20; city, 23¾c. Refined to the continent, \$26.75; South America, 27c, and Brazil in kegs at 28c. At Chicago cash lard was quoted at 90c less than January.

BEEF—Trade was dull and the market weaker, with a poor consuming demand. At New York mess was quoted at \$19@20; family at \$25@26, and extra India at \$46@48.

SEE PAGE 35 FOR LATER MARKETS.

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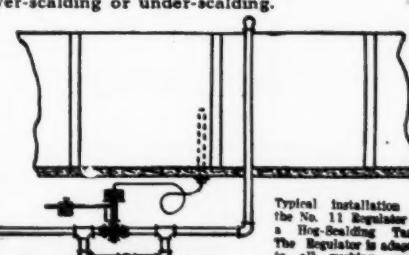
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January 10, 1920.

MEAT EXPORTS BY COUNTRIES.

Exports of meats and meat products during the month of November, 1919, were reported by totals in the last issue of The National Provisioner. Herewith are given the detailed figures of exports for that month by countries of destination, where given, including some items which did not appear in last week's table, such as tallow, oleomargarine, mutton, sausage, stearin, etc. These figures would not ordinarily be available for the information of the trade for another month at least. They are as follows:

| BEEF, CANNED: | Pounds. | Value. |
|-----------------|---------|-----------|
| France | 95,196 | \$ 31,748 |
| United Kingdom | 528,387 | 195,529 |
| Canada | 19,428 | 6,628 |
| Other countries | 750,227 | 196,659 |

| BEEF, FRESH: | | |
|-----------------|------------|-----------|
| Italy | 770,167 | 140,776 |
| United Kingdom | 916,392 | 156,197 |
| Canada | 9,810 | 1,918 |
| Panama | 12,050 | 3,663 |
| Other countries | 13,985,583 | 3,579,993 |

| BEEF, PICKLED: | | |
|----------------|---------|--------|
| Belgium | 212,400 | 51,220 |
| Denmark | 40,600 | 5,365 |
| Norway | 130,000 | 31,337 |
| United Kingdom | 433,240 | 95,089 |

| | | |
|---------------------|-----------|---------|
| Canada | 126,331 | 14,759 |
| N'fd'l'd & Labrador | 611,800 | 94,453 |
| West Indies | 98,916 | 18,041 |
| South America | 203,460 | 39,494 |
| Other countries | 1,140,905 | 257,080 |

OLEO OIL:

| | | |
|-------------|-----------|---------|
| Denmark | 149,536 | 30,514 |
| France | 1,994,177 | 588,274 |
| Italy | 152,661 | 36,639 |
| Netherlands | 580,831 | 162,088 |
| Norway | 1,213,446 | 366,862 |

| | | |
|---------------------|-----------|---------|
| Sweden | 345,871 | 104,108 |
| United Kingdom | 232,413 | 73,132 |
| N'fd'l'd & Labrador | 319,394 | 100,375 |
| Other countries | 2,108,307 | 624,852 |

OLEOMARGARINE:

| | | |
|---------|-----------|---------|
| Belgium | 1,125,825 | 337,716 |
| TALLOW | 1,344,500 | 254,758 |
| BACON: | | |

| | | |
|-------------|------------|-----------|
| Belgium | 6,416,369 | 1,773,046 |
| Denmark | 2,794,646 | 707,937 |
| France | 1,044,875 | 249,622 |
| Italy | 22,528 | 6,313 |
| Netherlands | 11,493,694 | 2,986,476 |

| | | |
|----------------|------------|-----------|
| Norway | 1,463,670 | 435,263 |
| Sweden | 5,061,617 | 1,527,063 |
| United Kingdom | 19,432,992 | 5,968,709 |
| Canada | 1,030,794 | 247,967 |
| Cuba | 1,723,857 | 367,022 |

| | | |
|-----------------|------------|-----------|
| Other countries | 14,803,652 | 4,748,489 |
|-----------------|------------|-----------|

HAMS AND SHOULDER:

| | | |
|---------|-----------|---------|
| Belgium | 653,193 | 163,835 |
| France | 1,473,271 | 381,092 |

| | | |
|-----------------|-----------|-----------|
| Netherlands | 74,154 | 15,810 |
| United Kingdom | 4,932,315 | 1,400,143 |
| Canada | 328,592 | 83,378 |
| Panama | 17,603 | 6,862 |
| Mexico | 91,389 | 37,029 |
| Cuba | 749,891 | 232,135 |
| Other countries | 8,523,877 | 2,590,500 |

LARD:

| | | |
|-------------|-----------|-----------|
| Belgium | 8,701,402 | 2,629,051 |
| Denmark | 675,704 | 207,375 |
| France | 4,265,420 | 1,277,906 |
| Italy | 273,676 | 81,930 |
| Netherlands | 7,588,896 | 2,303,901 |

| | | |
|----------------|-----------|-----------|
| Norway | 71,692 | 24,004 |
| Sweden | 11,060 | 3,325 |
| United Kingdom | 5,866,020 | 1,798,618 |
| Canada | 537,851 | 144,411 |
| Mexico | 1,096,998 | 326,488 |

| | | |
|--------------------|-----------|-----------|
| Cuba | 3,898,193 | 1,164,234 |
| Dominican Republic | 216,023 | 75,114 |
| Haiti | 87,050 | 29,404 |
| Chile | 4 | 1 |
| Colombia | 25,656 | 8,662 |

| | | |
|--------------------|-----------|-----------|
| Ecuador | 75,552 | 20,305 |
| Peru | 116,072 | 38,570 |
| Venezuela | 5,830 | 1,940 |
| British So. Africa | 3,500 | 1,033 |
| Other countries | 8,589,740 | 2,773,448 |

NEUTRAL LARD:

| | | |
|---------------------|---------|---------|
| Denmark | 9,476 | 3,269 |
| Netherlands | 521,773 | 184,721 |
| Norway | 111,161 | 31,140 |
| N'fd'l'd & Labrador | 72,269 | 23,396 |
| Other countries | 56,674 | 17,509 |

| | | |
|--------------|-----------|---------|
| PORK, CANNED | 310,771 | 168,589 |
| PORK, FRESH | 1,411,914 | 440,306 |

PORK, PICKLED:

| | | |
|----------------|-----------|---------|
| France | 56,000 | 13,116 |
| Norway | 881,600 | 255,985 |
| United Kingdom | 222,825 | 61,217 |
| Canada | 1,459,021 | 339,007 |
| Panama | 8,038 | 2,242 |

| | | |
|---------------------|---------|---------|
| N'fd'l'd & Labrador | 867,019 | 202,615 |
| British West Indies | 159,800 | 40,755 |
| Cuba | 608,716 | 143,240 |
| British Guiana | 20,500 | 4,894 |
| Dutch Guiana | 17,500 | 5,215 |

| | | |
|-----------------|---------|---------|
| Other countries | 633,677 | 162,598 |
|-----------------|---------|---------|

LARD COMPOUNDS:

| | | |
|----------------|---------|---------|
| Netherlands | 5,120 | 1,505 |
| Norway | 766,465 | 226,684 |
| United Kingdom | 46,232 | 11,890 |
| Panama | 40,427 | 11,287 |
| Mexico | 523,023 | 133,030 |

| | | |
|--------------------|---------|---------|
| Trinidad | 347,837 | 101,131 |
| Cuba | 271,500 | 76,019 |
| Haiti | 108,193 | 33,621 |
| Chile | 9,627 | 950 |
| Philippine Islands | 64,477 | 20,846 |

| | | |
|-----------------------|-----------|---------|
| Other countries | 490,336 | 135,326 |
| Mutton, except canned | 220,260 | 38,483 |
| Sausage, canned | 562,025 | 200,465 |
| Sausage, all other | 1,078,013 | 450,896 |
| Sausage casings | 1,678,916 | 457,130 |

| | | |
|-----------------------------|-----------|---------|
| Stearin from animal fats | 1,410,111 | 323,804 |
| Other meat products, canned | | 391,755 |
| All other meat pr'dcts | | 677,975 |

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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—The market the past week has continued very strong and prices again advanced 1c a lb. during the week, with sales reported of 100,000 lbs. of special loose at 18c. This is an advance of 2c a lb. over the last sale reported. Offerings have been very light and very firmly held and the market has been influenced a great deal by the stronger tone in the grease situation and the possibilities of a good foreign demand as soon as credits are obtainable. The marked strength of cottonseed oil of late has been an important factor and tallow is reported strong, even on the advance. Prime city tallow at New York was quoted at 17½c nominal, special loose 18c and edible 19½c@20½c.

At Chicago packers' No. 1 was quoted at 16½@16½c, and edible at 17½@18c.

STEARINE.—The market was very quiet the past week and no transactions of importance were reported. The market, however, was firm and quoted nominally higher. The strength in tallow and other greases and limited offerings were the features during the week. At New York oleostearine was quoted at 21c and at Chicago at 19½@20c. The Western market the past week was relatively strong, advancing 1c a lb., while the New York quotation was nominally ½c higher.

SEE PAGE 35 FOR LATER MARKETS.

OLEO OIL.—The market was very quiet and steady, influenced by strength in other oils. At New York extra oleo was quoted at 30½c, while at Chicago quotations were 29½@30½c.

GREASE.—Demand was somewhat better and prices advanced with the stronger feeling in the entire grease situation. At New York yellow was quoted at 14@14½c and choice house 13½@14c. At Chicago yellow was quoted at 15½@15¾c, and house at 14@14½c.

NEATSFOOT OIL.—Demand is rather slow but stocks are small and the market steady. The 20 degree coal test was quoted at \$2.25@2.35 a gallon, 30 degrees at \$2.05 and prime at \$1.85@1.90.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, Jan. 9.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 23½c; 10@12 lbs. ave., 23c; 12@14 lbs. ave., 22½c; 14@16 lbs. ave., 22½c; 16@

18 lbs. ave., 22c; 18@20 lbs. ave., 22c. Sweet Pickled, 8@10 lbs. ave., 25½c; 10@12 lbs. ave., 25c; 12@14 lbs. ave., 24c; 14@16 lbs. ave., 23½c; 16@18 lbs. ave., 23½@23½c; 18@20 lbs. ave., 23½@23½c. Skinned Hams—Green, 14@16 lbs. ave., 22½c; 16@18 lbs. ave., 22½c; 18@20 lbs. ave., 22½c; 20@22 lbs. ave., 21½c; 22@24 lbs. ave., 20½c. Sweet Pickled, 14@16 lbs. ave., 20½c; 16@18 lbs. ave., 20c; 18@20 lbs. ave., 20½c; 20@22 lbs. ave., 19½c; 22@24 lbs. ave., 19c.

Picnic Hams—Green, 4@6 lbs. ave., 17c; 6@8 lbs. ave., 16c; 8@10 lbs. ave., 15c; 10@12 lbs. ave., 14½c. Sweet Pickled, 4@6 lbs. ave., 18½c; 6@8 lbs. ave., 17c; 8@10 lbs. ave., 16½c; 10@12 lbs. ave., 16½c.

Clear Bellies—Green, 6@8 lbs. ave., 29c; 8@10 lbs. ave., 26c; 10@12 lbs. ave., 24c; 12@14 lbs. ave., 23c; 14@16 lbs. ave., 22c. Sweet Pickled, 6@8 lbs. ave., 27c; 8@10 lbs. ave., 26c; 10@12 lbs. ave., 25c; 12@14 lbs. ave., 23c; 14@16 lbs. ave., 21½c.

EXPORTS OF PROVISIONS

Exports of provisions from Atlantic and Gulf ports for the week ending Jan. 3, 1920, are reported as follows, with comparisons:

| | PORT, BLBS. | From Week ended Jan. 3, 1920 | Week ended Jan. 4, 1919 | Jan. 3, 1920 |
|----------------------|-------------|---------------------------------------|-------------------------------|-----------------|
| United Kingdom | 70 | ..... | 335 | |
| Continent | 1,790 | ..... | 3,457 | |
| So. and Cent. Amer. | ..... | ..... | 179 | |
| West Indies | 100 | 125 | 1,103 | |
| Brit. N. A. Colonies | ..... | ..... | 818 | |
| Other countries | ..... | ..... | 17 | |
| Total | 1,960 | 125 | 5,909 | |

BACON AND HAMS, LBS.

| | | | |
|----------------------|------------|------------|-------------|
| United Kingdom | 14,362,400 | 9,158,025 | 147,344,000 |
| Continent | 9,522,800 | 8,269,679 | 122,074,600 |
| So. and Cent. Amer. | ..... | ..... | 129,065 |
| West Indies | 147,000 | ..... | 755,608 |
| Brit. N. A. Colonies | ..... | ..... | 48,817 |
| Other countries | ..... | ..... | 42,253 |
| Total | 24,032,200 | 17,428,304 | 270,394,401 |

LARD, LBS.

| | | | |
|----------------------|-----------|-----------|-------------|
| United Kingdom | \$54,000 | 2,212,480 | 26,948,900 |
| Continent | 7,241,628 | 7,494,218 | 88,943,012 |
| So. and Cent. Amer. | ..... | 131,000 | 515,155 |
| West Indies | 34,000 | 55,000 | 911,474 |
| Brit. N. A. Colonies | ..... | ..... | 29,528 |
| Total | 8,129,628 | 9,892,698 | 117,348,069 |

RECAPITULATION OF THE WEEK'S EXPORTS.

| | Pork, lbs. | Bacon and hams, lbs. | Lard, lbs. |
|----------------|------------|----------------------|------------|
| New York | 1,200 | 14,956,200 | 4,799,628 |
| Portland, Me. | ..... | 1,157,000 | ..... |
| Boston | ..... | 2,159,000 | 25,000 |
| Philadelphia | ..... | 1,408,000 | 339,000 |
| Baltimore | 670 | 4,292,000 | 2,686,000 |
| Total week | 1,960 | 24,032,200 | 8,129,628 |
| Previous week | ..... | 37,077,800 | 11,503,000 |
| Two weeks ago | 265 | 33,405,600 | 12,879,600 |
| Cor. week 1919 | 125 | 17,428,304 | 9,892,698 |

Comparative summary of aggregate exports from Nov. 1, 1919, to Jan. 3, 1920:

| | Change. | | |
|----------------------|-------------|-------------|-------------|
| Pork, lbs. | 1,181,800 | 1,051,200 | 130,600 |
| Bacon and hams, lbs. | 270,394,401 | 134,222,815 | 136,171,586 |
| Lard, lbs. | 117,348,069 | 52,472,146 | 64,875,923 |

MEAT SUPPLIES IN 1919.

Official reports of livestock marketing at eight principal centers for December, 1919, show cattle receipts approximately the same as in 1918. Hog marketing was about 700,000 less than a year ago, and receipts of sheep and lambs were over 400,000 head more than a year ago.

For the twelve months of the year, cattle receipts at eight markets were 800,000 head less than for the same period of 1918. Hog marketing was only 200,000 less than a year ago. Receipts of sheep and lambs were 2½ million head in excess of last year.

Receipts at eight points for December, 1919, with totals compared, were as follows:

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------|---------|---------|-----------|---------|
| Chicago | 368,524 | 64,489 | 1,043,311 | 480,556 |
| Omaha | 158,463 | 7,299 | 254,181 | 278,752 |
| Kansas City | 213,884 | 21,425 | 309,649 | 130,023 |
| St. Louis | 142,158 | ..... | 442,229 | 66,154 |
| St. Paul | 101,202 | 24,491 | 266,624 | 63,988 |
| St. Joseph | 74,068 | 7,397 | 267,512 | 99,803 |
| Sioux City | 72,896 | 2,827 | 194,967 | 104,667 |
| Denver | 96,449 | 5,166 | 29,130 | 239,091 |

Tl. Dec. '19 1,227,845 133,084 2,917,603 1,463,734

Tl. Dec. '18 1,266,303 133,210 3,109,528 1,032,774

Receipts for year to date:

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------|-----------|-----------|-----------|-----------|
| Chicago | 3,502,400 | 751,008 | 8,672,476 | 5,342,957 |
| Omaha | 1,871,996 | 100,240 | 3,179,116 | 3,789,188 |
| Kansas City | 2,701,315 | 383,142 | 3,140,530 | 1,945,353 |
| St. Louis | 1,471,839 | 3,189,537 | 3,189,537 | 725,895 |
| St. Paul | 170,244 | 320,682 | 2,189,716 | 911,885 |
| St. Joseph | 656,470 | 92,681 | 2,126,322 | 1,066,890 |
| Sioux City | 773,115 | 40,978 | 2,321,551 | 686,265 |
| Denver | 766,008 | 57,620 | 367,634 | 2,087,152 |

*Calves not separately reported.

DOLD-QUALITY 50-50 CLUB.

The Dold-Quality 50-50 Club of the Jacob Dold Packing Co., Buffalo, N. Y., an organization with a membership representing practically the entire plant of 1,700 employees, held a meeting New Year's eve, at its headquarters. Jacob C. Dold, president of the concern bearing his name, and J. J. Cuff, president of the club, made short addresses. Bonuses approximating \$40,000 were then distributed. The club plans to stage smokers as monthly events for the men, while dances will be arranged for the women.

Production depends on material, methods and men—especially safe men, says the National Safety Council.

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San Paolo
Christchurch

January 10, 1920.

SOUTHERN MARKETS

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 8, 1920.—Basis prime cottonseed oil, 20c per lb. Good 7 per cent meal, \$71.00@71.50; good and prime meal very scarce. Bulk hulls, \$9.00 @9.50; sacked, \$14.00@14.50.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 8, 1920.—This has been another active week. Prime crude, 20@21½c bid in numerous instances; 21c asked. Good 7 per cent meal, \$72.00; New Orleans; off meal, \$8.25 per unit of ammonia; New Orleans. Hulls unchanged.

MOIST SEED MAKES BAD OIL.

Outstanding Feature of Texas Oil Crush for Past Month.

(Special Letter to the National Provisioner from the Fort Worth Laboratories.)

Fort Worth, Tex., Jan. 5, 1920.—The outstanding feature of last month's average report is the bad quality of the oil. Some of the mills cannot understand how oil can be as bad as it is. In general, the quality of the oil varies with the location of the mill. One section of Texas is producing prime oil with only occasional samples off in flavor, and these samples are prime in color. The oil produced in the remainder of the state is of varying degrees of badness, with an occasional prime sample as an exception.

The moisture in seed is so high that, if the mills have stored any great quan-

tity of this high-moisture seed, the oil that will be produced in the months to come will be worse rather than better. While the seed contains more oil than usual, the lower quality of the oil will more than offset this gain.

CAKE ANALYSES.

| No. samples | Avg. all mills | Best avg. results | Worst avg. results | Avg. same month last yr. | Annual avg. last year. |
|------------------|----------------|-------------------|--------------------|--------------------------|------------------------|
| No. samples..... | 879 | 14 | 4 | 1,047 | 4,633 |
| Moisture..... | 9.35 | 8.40 | 9.50 | 8.46 | 8.06 |
| Ammonia..... | 8.54 | 8.83 | 7.71 | 8.15 | 8.17 |
| Protein..... | 43.86 | 45.37 | 39.60 | 41.89 | 41.99 |
| Oil..... | 6.53 | 5.63 | 7.87 | 6.10 | 6.34 |
| Standard..... | .76 | .62 | 1.02 | .74 | .78 |

Hull analysis:

HULL ANALYSES.

| No. samples | Avg. all mills | Best avg. results | Worst avg. results | Avg. same month last yr. | Annual avg. last year. |
|---------------------------|----------------|-------------------|--------------------|--------------------------|------------------------|
| No. samples..... | 339 | | | 243 | 1,391 |
| Whole seed and meats..... | .08 | .0 | .14 | .0 | .07 |
| Oil in hulls..... | .58 | .40 | 1.07 | .55 | .67 |
| Total oil..... | .62 | .42 | 1.19 | .62 | .76 |
| Loss per ton of seed..... | .10 | .0 | .55 | .07 | .16 |
| Standard..... | 1.65 | 1.12 | 3.17 | 1.65 | 2.03 |

SEED ANALYSES.

| No. samples | Avg. all mills | Best avg. results | Lowest sample avg. | Avg. same month last yr. | Annual avg. last year. |
|---------------------------|----------------|-------------------|--------------------|--------------------------|------------------------|
| No. samples..... | 315 | 3 | 14 | 113 | 900 |
| Moisture..... | 11.51 | 9.80 | 12.86 | 10.50 | 8.65 |
| Cal. oil per ton..... | 38.2 | 40.2 | 34.6 | 37.7 | 34.8 |
| Lbs. cake 8% ammonia..... | 923 | 966 | 928 | 1,047 | 1,029 |
| Ammonia in seed..... | 3.89 | 4.07 | 3.91 | 4.19 | 4.33 |
| Per cent oil..... | 18.09 | 18.87 | 16.64 | 17.90 | 16.77 |

OIL ANALYSES.

| No. samples | Avg. all mills | Best avg. results | Worst avg. results | Avg. same month last yr. | Annual avg. last year. |
|--------------------|----------------|-------------------|--------------------|--------------------------|------------------------|
| No. samples..... | 260 | 2 | 32 | 305 | 305 |
| Refining loss..... | 15.7 | 6.12 | 34.4 | 8.12 | 10.7 |
| Color red..... | 10.8 | 3.7 | 32.0 | 6.7 | 8.0 |
| Fatty acid..... | 4.6 | 1.1 | 11.8 | 1.9 | 2.5 |

COPRA CRUSHING IN SOUTH.

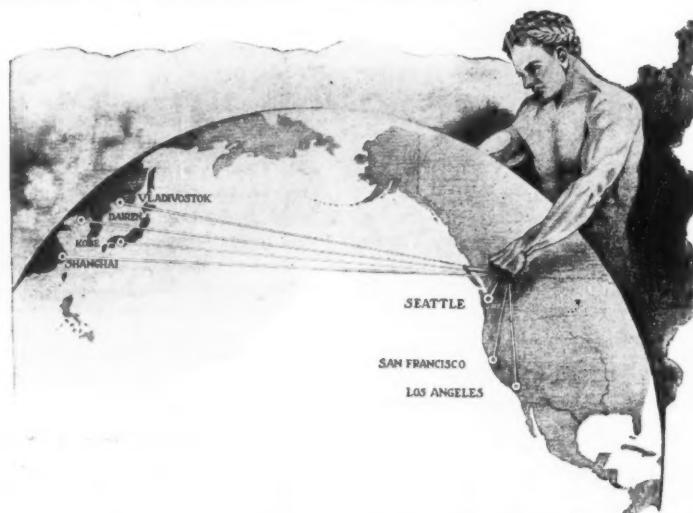
Southern cotton oil millers are interested in the proposition of crushing copra at seasons when cottonseed is not available. On this subject the Cotton Oil Press says:

The prospect of obtaining copra for crushing by American oil mills in sufficient quantities to have it cut an appreciable figure in the trade depends largely on the initiative and enterprise of the mills themselves.

Since the beginning of war, when shipping was cut off between the Orient and Europe, when cargo space for copra on the Pacific Ocean was given up to cargoes of greater value, and Mr. Hoover's food-control policy encouraged the importation of Oriental oils, the impression has gained currency that the Philippines' supply of copra would in the future be crushed by mills at Manila and elsewhere on the islands.

It seems that the oil-mill boom in the Philippines was of short duration. The new plants that were hurriedly equipped made barrels of money for a time, but since the demand for coconut oil is approaching the normal again, crushing operations there are found to be at an economic loss, in spite of relatively high oil prices, because there is no domestic market.

(Continued on page 30.)



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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Markets Generally Strong—Demand Improved—Cotton Oil Reacts—Crude Oil Strong—Sentiment Mixed.

Trading in cottonseed oil the past week has been maintained in quite liberal proportions, and the market at New York showed more irregularity than for any time within the past month. Prices during the early part of the week advanced $\frac{1}{2}$ c to $\frac{3}{4}$ c per pound, and at the high point were up $3\frac{1}{4}$ c to more than $3\frac{1}{2}$ c a lb. from the low of December, but on Tuesday a sharp break occurred, carrying prices off nearly 1c a lb. from the high point, with a subsequent rally of nearly $\frac{1}{2}$ c a lb. from Tuesday's low level.

The recent active confident buying was again in evidence the latter part of last week, and came largely from the West and the South, and carried prices to new high levels for the movement, and in the case of the far distant deliveries to new high levels for the season. The buying was based largely on the strength in the entire grease situation and the marked firmness in crude oil. Vegetable oils all scored fair advances, and tallow again advanced 1c a lb. Compound lard was higher, and pure lard in the West was stronger for a time, all due to an improved consuming demand. The upturn uncovered many stop

loss orders, and with little pressure on the market—prices advanced rather easily with very little resistance. There were reports of very heavy crude oil purchases, particularly in Texas, by packers and refiners, and which was thought to be against export sales, and this helped the upturn materially.

The technical position of the market, however, became weakened on the extreme rise, as the short interest had been pretty well eliminated, and when the lard market weakened under a heavy run of hogs cotton oil broke sharply early this week, declining 1c a lb. from the high level, with rather general selling and liquidation and uncovering of poor support, and stop loss orders. On the break commission houses were fair buyers and supporting orders from the leading long interest caused a rally, prices advancing about 50 points from Tuesday's low. The selling continued mainly of a local character and was influenced largely by the persistent claims of a poor consuming demand, and reports of a very slow demand for compound lard. Compound lard has been maintained at prices better than pure lard, and as a result has been moving in consuming channels very slowly. Prices for compound, however, are firmly held, and the market is quoted at 25c in carlots.

Crude cottonseed oil has maintained the 20c level during the week, and reports from the South, particularly Texas, claim that the buying has been on an active scale, 20,000 barrels of crude having been reported bought in two days by refiners and packers. Offerings of crude oil are rather light on the whole, as the tank car situation is acute, with scarcity reported in many sections. The disposition of mills is said to be rather firm, and although immediate crude from the Southeast is quoted at 20c asked crude for February, March and April shipment is reported 20c bid.

Sentiment at present is rather mixed. There are many of the opinion that prices are high, and that the market is maintained at a level too close to lard, while there are many, particularly those who have led the buying on the advance from the low point in December, who are anticipating not only an improved domestic demand for spot oil, but who are looking for heavy foreign absorption in the near future. They contend that recent export purchases have been of fair size, and that it is only a question of time when European credits will be available for the purchase of American commodities, and they believe that oils and greases are amongst the urgent necessities of Europe at the present time, and that the buying will be limited only by the extent of the credits extended.

Deliveries on January contracts so far



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this month have been less than 3,000 barrels, but expectations are that deliveries for the full month will approximate 10,000 barrels. The oil delivered thus far has not caused any pressure on the market, and in fact on the break early this week the nearby positions were relatively strong. This factor would indicate that the demand has improved somewhat, and in well-informed quarters it was stated that some of the leading refiners are rather friendly to the market.

The vegetable oil market the past week has been very strong, but trade has been rather quiet. Absence of liberal offerings has checked business to a great extent. Inquiry for the various oils, however, has shown considerable improvement, and there has been quite an active export inquiry reported for some grades. Soya bean and cocoanut oil were in constant demand, and scored gains of $\frac{1}{2}$ c to 1c a lb. during the week. Demand for refined soya bean in barrels at New York was reported good, while palm oil was stronger, influenced by the upturn in tallow, and peanut oil was strong due to scarcity. There has been

considerable covering of shorts, but notwithstanding this consuming demand and inquiry has been better, and expectations are for liberal foreign buying in the near future.

COTTONSEED OIL.—Market transactions:

Friday, Jan. 2, 1920.

The market closed firm:

| | Range | Sales. | High. | Low. | Bid. | Asked | Closing |
|------|-------|--------|-------|------|------|-------|---------|
| Spot | | | 2150 | a | 2200 | | |
| Jan. | | | 2170 | a | 2200 | | |
| Feb. | | | 2200 | a | 2220 | | |
| Mar. | | | 4900 | 2252 | 2238 | 2246 | a 2247 |
| May | | | 5100 | 2270 | 2259 | 2265 | a 2268 |
| June | | | 2260 | a | 2280 | | |
| July | | | 2000 | 2285 | 2270 | 2278 | a 2280 |
| Aug. | | | | | 2278 | a | 2300 |

Total sales, 13,000, Prime Crude S. E., sales at 20.00.

Saturday, Jan. 3, 1920.

The market closed dull but strong:

| | Range | Sales. | High. | Low. | Bid. | Asked | Closing |
|------|-------|--------|-------|------|------|-------|---------|
| Spot | | | | | 2200 | a | 2250 |
| Jan. | | | 600 | 2200 | 2200 | 2255 | a 2255 |
| Feb. | | | | | 2221 | a | 2250 |
| Mar. | | | 1200 | 2270 | 2248 | 2266 | a 2269 |
| May | | | 3700 | 2285 | 2265 | 2280 | a 2285 |
| June | | | | | 2275 | a | 2295 |
| July | | | 3100 | 2300 | 2290 | 2300 | a 2302 |
| Aug. | | | | | 2285 | a | 2320 |

Total sales, 8,600, Prime Crude S. E., 20.00 nom.

Monday, Jan. 5, 1920.

The market closed active and firm:

| | Range | Sales. | High. | Low. | Bid. | Asked | Closing |
|------|-------|--------|-------|------|------|-------|---------|
| Spot | | | | | 2235 | a | 2250 |
| Jan. | | | 800 | 2245 | 2230 | 2255 | a 2240 |
| Feb. | | | 500 | 2240 | 2239 | 2240 | a 2250 |
| Mar. | | | 5500 | 2298 | 2278 | 2288 | a 2293 |
| May | | | 8200 | 2317 | 2298 | 2305 | a 2308 |
| June | | | 200 | 2310 | 2305 | 2315 | a 2330 |
| July | | | 5500 | 2339 | 2310 | 2333 | a 2335 |
| Aug. | | | | | 2330 | a | 2350 |

Total sales, 22,400, Prime Crude S. E., 20.00 nom.

Tuesday, Jan. 6, 1920.

Market active but weak:

| | Range | Sales. | High. | Low. | Bid. | Asked | Closing |
|------|-------|--------|-------|------|------|-------|---------|
| Spot | | | | | 2175 | a | 2250 |
| Jan. | | | 300 | 2100 | 2200 | 2200 | a 2205 |
| Feb. | | | 400 | 2216 | 2168 | 2210 | a 2225 |
| Mar. | | | 9700 | 2289 | 2205 | 2254 | a 2255 |
| May | | | 12800 | 2307 | 2220 | 2271 | a 2274 |
| June | | | 200 | 2315 | 2298 | 2260 | a 2290 |
| July | | | 1400 | 2324 | 2235 | 2290 | a 2310 |
| Aug. | | | | | 2275 | a | 2325 |

Total sales, 25,600, Prime Crude S. E., 19.90@20.00.

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Puritan, Winter Fressed Salad Oil
White Clover Cooking Oil
Marigold Cooking Oil
Sterling, Prime Summer Yellow

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Wednesday, Jan. 7, 1920.

Market dull but steady:

| Spot | Range | Sales | High | Low | Bid | Asked | Closing |
|------|-------|-------|------|------|------|-------|---------|
| Jan. | | | | | 2190 | a | 2250 |
| Feb. | | | | | 2200 | a | 2235 |
| Mar. | | | 1300 | 2260 | 2240 | 2253 | a 2256 |
| May | | | 4200 | 2285 | 2260 | 2270 | a 2280 |
| June | | | | | 2275 | a | 2295 |
| July | | | 2100 | 2296 | 2285 | 2291 | a 2295 |
| Aug. | | | 100 | 2300 | 2300 | 2300 | a 2320 |

Total sales, 25,600, Prime Crude S. E., 19.90@20.00.

COCOANUT OIL.—The market the past week has been very strong and prices scored good gains with a good demand from domestic consuming interests, and with an active export inquiry. Supplies are rather small and offerings limited. Sellers' tanks for crude ceylon oil was quoted 19½@20c. Manila in sellers' tanks from the coast was quoted at 18½@19c. Ceylon in barrels at New York was quoted at 19½@20c and cochin in barrels at 20@20½c. Copra at New York was quoted at 11½c.

PALM OIL.—The market has been rather quiet, but has displayed a very strong undertone, influenced by the strength in tallow. Lagoes in casks is quoted at 17c and nigger 16c. Palm kernels is quoted at 20c nominal.

SOYA BEAN OIL.—The market has been active and sharply higher the past week, although trade was mostly in small quantities. Offerings are rather limited, and export inquiry has been very active. Crude oil in barrels on the spot at New York was quoted at 19½c nominal. Sellers' tanks from the coast are very firmly held and quoted at 17½@17¾c.

PEANUT OIL.—The market is very dull but strong. Trade is hampered by scarcity of available supplies. Domestic crude oil is nominal while deodorized in barrels at New York is quoted at 27½@28c. Oriental in sellers' tanks from the coast is firmly held at 23½@24c.

CORN OIL.—The market for corn oil the past week was very steady, but consuming demand is limited to actual requirements. Crude oil was unchanged at 20@20½c, while refined is quoted at the basis of 23½@23¾c.

SEE PAGE 35 FOR LATER MARKETS.

COPRA CRUSHING IN THE SOUTH.

(Continued from page 28)
ket for cake, and it has to be burned to get rid of it.

In this country the market for copra cake would offset the economic difference in value between copra and oil cargo space, and the American mills would have the benefit of the manufacturing operations. The Cotton Oil Press is informed that conditions are ripe for the organization of a co-operative copra buying pool or agency among such of the cotton-oil mills in the Valley and elsewhere, convenient to the Gulf ports, as may desire to supplement their regular cottonseed crush with a supply of copra.

Large trading interests in the Philippines propose establishing a line of ships to carry raw cotton from the Gulf ports through the Panama Canal to Manila, and return cargoes of copra may be possible. There is said to be about three hundred thousand tons of copra produced each year on the Philippine Islands, at least half of which may be available for export to this country. Arrangements are being made for a meeting of oil millers with a representative of the Manila traders at an early date.

COMPLETE FOR THE PRODUCTION OF VEGETABLE OIL: HYDROGENATED OILS, COMPOUND, SALAD OIL, MARGARINE, TALLOW AND LARD OILS, DISTILLATION OF FATTY ACIDS.

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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING MARKETS.

Provisions.

Further strength in provisions was seen toward the end of the week, with good trading. Hogs were firmer and receipts rather disappointing. The market on hogs today was 15@25c higher, with a top of \$14.90. Packing increased a little the past week over last year, but the decrease in packing for the season has been 2,400,000 hogs. With the light packing in December there was an increase of meat stocks at the seven leading points of 72,000,000 lbs., and an increase in lard stocks of 7,000,000 lbs. Exports are not increasing, but are continuing about the same level as the last seven weeks. Domestic consumption of hog products is about the same as last year, the decrease in the packing being reflected in the decrease in exports.

Cottonseed Oil.

Cottonseed oil was less active at the close of the week, with trade apparently waiting developments. The situation is substantially unchanged. Competing oils show maintained strength, with offerings limited, while holders seem confident of the situation. Lard is firm and higher. Tallow is firm and soya bean and coconut oil is in a very steady position. Crude oil is offered sparingly.

Insistent claims continue that the quality of crude is not holding up as the season advances. The Census Bureau report today showed cotton ginnings to date 10,017,000 bales, against 10,774,000 bales last year.

Closing quotations on Friday: January, \$22.05@22.25; March, \$22.53@22.58; May, \$22.74@22.78; July, \$22.85@22.95.

Tallow.

Market dull. City special loose quoted at 18c.

Oleo Stearine.

Market quoted at 22c. Extra oleo oil at 30½c.

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, Jan. 9, 1920.—Spot lard at New York, prime Western, \$24.75@24.85; Middle West, \$24.50@24.75; city steam, \$24.00@24.50; refined continent, \$26.75; South America, \$27; Brazil kegs, \$28; compound, 25@26c.

Marseilles Oils.

Marseilles, Jan. 9, 1920.—Copra, fabrique, —fr; copra, edible, —fr; peanut, fabrique, —fr; peanut edible, —fr.

Liverpool Produce Markets.

Liverpool, Jan. 9, 1920.—(By Cable.)—The British government has control of the market and no quotations are available. Australian tallow at London, 11ls.

Hull Oil Markets.

Hull, England, Jan. 9, 1920.—(By Cable.)—Refined cottonseed oil, 110s.; crude, 99s.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Jan. 9, 1920, show exports from that country were as follows: To England, 14,501 quarters; to the Continent, 30,003 quarters; to other ports, nothing. The previous week's exports were as follows: To England, 85,586 quarters; to the Continent, 66,016 quarters; to other ports, 38,996.

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO JAN. 3, 1920.

| | | | | |
|------------------|-------|-------|--------|--------|
| Jersey City | 5,497 | 3,790 | 19,325 | 9,988 |
| New York | 1,764 | 2,254 | 4,073 | 16,987 |
| Central Union | 1,949 | 638 | 5,670 | ..... |
| Totals | 9,210 | 6,682 | 29,077 | 26,955 |
| Totals last week | 8,876 | 8,012 | 34,015 | 34,887 |

THE NATIONAL PROVISIONER

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Jan. 3, 1920, are reported as follows:

| Chicago. | | | |
|--|-------|--------|--------|
| Cattle. | Hogs. | Sheep. | |
| Armour & Co. | 5,471 | 20,300 | 21,816 |
| Swift & Co. | 5,589 | 23,300 | 22,058 |
| Wilson & Co. | 3,977 | 19,400 | 8,740 |
| Morris & Co. | 5,648 | 17,500 | 12,711 |
| Angus-Mac. Prov. Co. | 498 | 13,200 | ..... |
| G. H. Hammond Co. | 3,690 | 14,300 | ..... |
| Libby, McNeil & Libby, Inc. | 1,210 | ..... | ..... |
| Brennan Pkg. Co., 4,700 hogs; Miller & Hart, 4,200 hogs; Independent Pkg. Co., 6,700 hogs; Roberts & Oak, 6,500 hogs; Western Pkg. & Prov. Co., 15,100 hogs; Boyd-Lunham & Co., 9,200 hogs; Wm. Davies Co., 9,800 hogs; others, 17,000 hogs. | | | |

| TUESDAY, JAN. 6, 1920. | | | |
|------------------------|--------|--------|--------|
| Chicago | 20,000 | 80,000 | 17,000 |
| Kansas City | 10,000 | 22,000 | 7,000 |
| Omaha | 7,000 | 16,000 | 9,000 |
| St. Louis | 5,000 | 22,000 | 4,000 |
| St. Joseph | 3,000 | 14,000 | 5,000 |
| St. Paul | 4,000 | 15,000 | 2,500 |
| Oklahoma City | 1,000 | 500 | ..... |
| Fort Worth | 2,000 | 1,800 | ..... |
| Milwaukee | 600 | 4,500 | 400 |
| Denver | 4,000 | 1,200 | 100 |
| Louisville | 500 | 2,500 | 100 |
| Wichita | 200 | 100 | ..... |
| Indianapolis | 1,200 | 16,000 | 300 |
| Pittsburgh | 100 | 2,500 | 1,000 |
| Cincinnati | 400 | 4,700 | 200 |
| Buffalo | 300 | 8,500 | 2,400 |
| Cleveland | 200 | 4,000 | 500 |
| Nashville, Tenn. | 100 | 1,000 | ..... |
| Toronto | 1,000 | 1,000 | 300 |

| OMAHA. | | | |
|----------------------|--------|--------|--------|
| Cattle. | Hogs. | Sheep. | |
| Morris & Co. | 3,254 | 9,502 | 4,879 |
| Swift & Co. | 5,023 | 13,505 | 10,890 |
| Cudahy Pkg. Co. | 4,577 | 8,260 | 12,227 |
| Armour & Co. | 3,832 | 14,868 | 9,370 |
| J. W. Murphy | 13,144 | ..... | ..... |
| Swarts & Co. | 307 | ..... | ..... |

| KANSAS CITY. | | | |
|----------------------|-------|--------|-------|
| Cattle. | Hogs. | Sheep. | |
| Armour & Co. | 4,395 | 7,320 | 2,678 |
| Fowler Pkg. Co. | 962 | 451 | ..... |
| Wilson & Co. | 3,516 | 8,693 | 3,801 |
| Swift & Co. | 4,474 | 9,190 | 3,932 |
| Cudahy Pkg. Co. | 2,275 | 7,255 | 4,140 |
| Morris & Co. | 4,602 | 11,774 | 3,468 |
| Others | 270 | 106 | 190 |

| ST. LOUIS. | | | |
|---------------------------|-------|--------|-------|
| Cattle. | Hogs. | Sheep. | |
| Morris & Co. | 4,023 | 11,552 | 2,560 |
| Swift & Co. | 2,039 | 14,280 | 1,892 |
| Armour & Co. | 4,210 | 8,866 | 4,618 |
| East Side Pkg. Co. | 88 | ..... | ..... |
| Krey Pkg. Co. | 163 | ..... | ..... |
| Independent Pkg. Co. | 476 | 28 | ..... |
| American Pkg. Co. | 24 | ..... | ..... |
| Heil Pkg. Co. | 8 | ..... | ..... |
| Others | 553 | ..... | 1,306 |

| KANSAS CITY. | | | |
|------------------|-------|--------|--------|
| Cattle. | Hogs. | Sheep. | |
| Chicago | 9,500 | 26,000 | 10,000 |
| Kansas City | 8,000 | 16,500 | 8,000 |
| Omaha | 6,000 | 15,500 | 9,500 |
| St. Louis | 6,000 | 27,000 | 3,000 |
| St. Joseph | 4,000 | 16,000 | 5,000 |
| Sioux City | 3,000 | 11,000 | 2,000 |
| St. Paul | 4,900 | 24,000 | 4,200 |
| Oklahoma City | 1,500 | 1,000 | ..... |
| Fort Worth | 1,400 | 1,400 | 200 |
| Milwaukee | 400 | 4,500 | 200 |
| Denver | 1,500 | 700 | 3,000 |
| Louisville | 200 | 2,200 | 100 |
| Wichita | 500 | 3,500 | ..... |
| Indianapolis | 2,200 | 18,000 | 500 |
| Pittsburgh | 100 | 3,000 | 900 |
| Cincinnati | 1,200 | 7,500 | 200 |
| Buffalo | 300 | 3,600 | 2,800 |
| Cleveland | 300 | 4,000 | 500 |
| Nashville, Tenn. | 200 | 2,000 | ..... |
| Toronto | 1,900 | 2,600 | 800 |

| WEDNESDAY, JAN. 7, 1920. | | | |
|--------------------------|-------|--------|--------|
| Chicago | 9,500 | 26,000 | 10,000 |
| Kansas City | 8,000 | 16,500 | 8,000 |
| Omaha | 6,000 | 15,500 | 9,500 |
| St. Louis | 6,000 | 27,000 | 3,000 |
| St. Joseph | 4,000 | 16,000 | 5,000 |
| Sioux City | 3,000 | 11,000 | 2,000 |
| St. Paul | 4,900 | 24,000 | 4,200 |
| Oklahoma City | 1,500 | 1,000 | ..... |
| Fort Worth | 1,400 | 1,400 | 200 |
| Milwaukee | 400 | 4,500 | 200 |
| Denver | 1,500 | 700 | 3,000 |
| Louisville | 200 | 2,200 | 100 |
| Wichita | 500 | 3,500 | ..... |
| Indianapolis | 2,200 | 18,000 | 500 |
| Pittsburgh | 100 | 3,000 | 900 |
| Cincinnati | 1,200 | 7,500 | 200 |
| Buffalo | 300 | 3,600 | 2,800 |
| Cleveland | 300 | 4,000 | 500 |
| Nashville, Tenn. | 200 | 2,000 | ..... |
| Toronto | 1,900 | 2,600 | 800 |

| THURSDAY, JAN. 8, 1920. | | | |
|-------------------------|--------|--------|--------|
| Chicago | 13,000 | 52,000 | 11,000 |
| Kansas City | 4,000 | 10,000 | 5,000 |
| Omaha | 5,000 | 10,000 | 10,000 |
| St. Louis | 3,200 | 35,000 | 1,000 |
| St. Joseph | 2,000 | 11,000 | 2,500 |
| Sioux City | 3,000 | 12,000 | 2,000 |
| St. Paul | 2,300 | 9,000 | 2,500 |
| Pittsburgh | 100 | 5,000 | 300 |
| Buffalo | 100 | 2,200 | 400 |
| Ft. Worth | 1,700 | 500 | 200 |
| Oklahoma City | 600 | 300 | ..... |
| Milwaukee | 400 | 3,000 | 100 |
| Indianapolis | 1,200 | 10,000 | 300 |
| Pittsburgh | 100 | 3,000 | 300 |
| Cincinnati | 700 | 7,500 | 400 |
| Buffalo | 300 | 5,100 | 5,000 |

| FRIDAY, JAN. 9, 1920. | | | |
|-----------------------|-------|--------|-------|
| Chicago | 6,000 | 28,000 | 8,000 |
| Kansas City | 2,500 | 5,000 | 1,500 |
| Omaha | 5,700 | 13,000 | 5,000 |
| St. Louis | 3,200 | 16,000 | 1,000 |
| St. Joseph | 2,000 | 8,000 | 1,500 |
| Sioux City | 2,500 | 9,000 | 1,000 |
| St. Paul | 2,600 | 10,000 | 1,900 |
| Oklahoma City | 500 | 2,500 | ..... |
| Fort Worth | 200 | 500 | ..... |
| Milwaukee | 200 | 500 | ..... |
| Denver | 3,000 | 100 | 400 |
| Louisville | 100 | 1,300 | 100 |
| Wichita | 300 | ..... | ..... |
| Indianapolis | 1,000 | 700 | ..... |
| Pittsburgh | 100 | 3,000 | 300 |
| Cincinnati | 300 | 3,300 | 200 |
| Buffalo | 300 | 5,000 | 3,200 |
| Cleveland | 300 | 4,000 | 500 |
| Nashville, Tenn. | 200 | 3,500 | 100 |
| Toronto | 300 | 400 | 100 |

| SHEEP. | | | |
|--------------------|--------|-------|-------|
| Chicago | 85,325 | ..... | ..... |
| Kansas City | 18,594 | ..... | ..... |
| Omaha | 54,907 | ..... | ..... |
| St. Louis | 13,200 | ..... | ..... |
| St. Joseph | 11,800 | ..... | ..... |
| Sioux City | 11,892 | ..... | ..... |
| St. Paul | 1,94 | ..... | ..... |
| Oklahoma City | 3,375 | ..... | ..... |
| Fort Worth | 500 | ..... | ..... |
| Milwaukee | 200 | ..... | ..... |
| Denver | 100 | ..... | ..... |
| Louisville | 100 | ..... | ..... |
| Wichita | 300 | ..... | ..... |
| Indianapolis | 1,000 | ..... | ..... |
| Pittsburgh | 100 | ..... | ..... |
| Cincinnati | 100 | ..... | ..... |
| Buffalo | 300 | ..... | ..... |
| Cleveland | 300 | ..... | ..... |
| Nashville, Tenn.</ | | | |

January 10, 1920.

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—About 15,000 November-December extreme light native steers sold at 38c and 10,000 sold at 39c later, mainly December kill, with a scattering of October and November take-off included. About 3,000 November-December heavy cows sold at 40c again. There are numerous inquiries in the market for more extreme light native steers and the supplies have been seriously reduced. Sellers do not want to talk on January hides as yet, unless it be in light cows, which have already sold as high as 37c. In view of the scarcity of extreme steers it is probable the good inquiry therefor will be switched to straight-weight light cows. There was a bid of 42c in the market Thursday for some December extreme light cows, and 45c was asked by an outside killer. Native steers quoted at 40c; heavy Texas 33c; underweight 32c; butts 34c; Colorados 32 @33c; inside last paid; branded cows 32c nominal; heavy cows 40c; lights 37@37½c last paid but more money now talked owing to extreme light native sales; nat. bulls 33c; brd. 26½c.

COUNTRY HIDES strong. Movement is slow on account of the meager available supplies for early shipment. Bids at 28@29c are reported today for buff weights. Nothing is offered in this market at under 30c. Extremes are held for 40c and the rumors of business at that level still persist, but confirmation cannot be obtained. It is reported that 28c is bid for buff weights running largely toward two provided lots are fairly grub free. Local holders of hides talk decidedly firm in tone and believe a better market is in prospect. The situation in the originating sections is quiet with all weight hides considered nominal, about 24@26c delivered basis. Heavy steers here are quoted nominal at 35c; heavy cows and buffs at 28@30c; inside lately paid for 10,000 hides for fairly early shipment. Extremes quoted at 38@40c asked; branded hides quoted nominal at 21@23c flat nominal; country packers 30@31c flat; bulls quoted at 25@28c nominal; country packers 30@32c; glues 14@16c.

Later—Confirmation on 3,000 country extremes at 40c is obtained now.

NORTHWESTERN HIDES quiet but strong. Movement is slow as holders are disinclined to make offerings at present, believing better prices await a policy of

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watching for awhile. Heavy hides are quoted at 28@30c asked with buyers' views under owing to long haired hides making their appearance. Light hides quoted at 37@38c nominal; all weight hides in the collecting centers are quoted at 24@26c delivered basis. Bulls quoted at 25@27c; kipskins at 45c; calfskins at 65@70c asked; horse hides \$10.00@10.50 flat nominal.

CALFSKINS steady to strong. Ohio city calfskins out of first salt sold at 80c. Local stuff is held here for that price, but last sales were at 76c. Available stocks are meager and collections are small. Collectors are booked up for a couple of weeks yet. Packer skins last sold at 76c and market is sold out for 1919. Outside city skins quoted at 70@72½c nominal; country run 67½c asked and 65c last paid. Deacons are looked for and quoted nominal at \$3.75@4.50 as to descriptions; kipskins quoted at 60c last paid for packer and city descriptions; outside city skins quoted at 50@55c and countries at 45@50c; inside last paid.

DRY HIDES quiet. Market is sold out and heavy western butcher and fallen hides flat for trim are quoted nominally at 43@45c; light weight hides quoted at 45@47c nominal.

HORSE HIDES quiet. Country run of hides quoted at \$10.00 bid and up to \$11.00 asked. Recent sales of good lots in outside markets at \$10.50 reported for mixed descriptions; renderer hides quoted at \$12.00 top so far paid. Middle Western tanner reports getting in European wet salted city horse at less money than domestics and he declines to raise his views above \$10.00 for country lots. Ponies and glues quoted at half rates and coltskins at \$1.00@1.25.

SHEEP PELTS steady to strong. Packer sheep and lambskins are well sold out at \$4.20@4.30 for current slaughter. Dry pelts quoted at 42@45c as to qualities; pickled sheepskins \$12.00 bid and \$15.00@17.00 dozen asked; common goats \$2.25@2.50 and angoras at 3.00@3.25.

HOGSKINS steady at \$1.00@1.25 for country run of skins, with rejected pigs and glues half rates. Pigskin strips 11@11½c; No. 2's at 9½@10c and No. 3's at 6@7c as to measurements.

New York.

PACKER HIDES—Market is strong; reported movements in spready native steers, one car selling at an advance to 43c for January kill, which is one cent up. Heavy native steers are quoted at 40c for business with rumors current of business; small packer steers are reported sold at 40c from the Philadelphia market. Butts and Colorados 31@32c nominal; bulls 31c. Philadelphia reports movement in about 6,000 native steers at 40c; also 5,000 packer extremes at 41c. The tone of the small packer market has been stronger with better prices paid during the past couple of days. Outlook is for continued strength.

COUNTRY HIDES—Sellers are firm, asking 38c for Ohio extremes of good quality, with choice stock held at 40c asked. Buffs commonly quoted at 10c less. Middle Western extremes of good quality are held at

38c asked with tanners' ideas not over 36c for business.

CALFSKINS active and firm; New York reports another car of city calf of 5@7 lbs. selling at \$8.25 and also a car of middles and heavies at \$9.25@10.25. Unsold stocks are small; outlook firm.

HORSEHIDES—Car middle Western renderers' horsehides sold at \$12.00 in New York. From Philadelphia comes a report of \$13.00 paid for choice renderers' horse, extra good quality, presumably as price is an advance of a dollar over anything recently noted. Country horse \$10.00 firm. In Philadelphia 5,000 butts sold at \$4.25.

STOCKS OF PROVISIONS.

Official reports of stocks of provisions at leading centers at the end of December, 1919, with comparisons, are as follows:

| | PORK, BRLS. | Nov. 30, | Dec. 31, |
|-------------------|----------------|----------|----------|
| | Dec. 31, 1919. | 1919. | 1918. |
| Chicago | 44,957 | 29,183 | 43,691 |
| Omaha | 1,901 | 1,525 | 7,573 |
| Kansas City | 1,578 | 1,155 | 2,579 |
| St. Joseph | 1,533 | 785 | 2,508 |
| Milwaukee | 4,975 | 1,219 | 7,279 |
| Totals | 54,944 | 33,867 | 24,630 |

| | LARD, LBS. | Nov. 30, | Dec. 31, |
|-------------------|----------------|------------|------------|
| | Dec. 31, 1919. | 1919. | 1918. |
| Chicago | 21,578,892 | 19,667,430 | 45,062,897 |
| Omaha | 1,689,046 | 172,562 | 2,072,111 |
| Kansas City | 3,139,306 | 2,562,542 | 5,440,057 |
| St. Joseph | 1,618,533 | 1,841,623 | 1,418,225 |
| Milwaukee | 941,350 | 670,250 | 1,311,790 |
| Totals | 28,347,127 | 24,914,407 | 55,315,080 |

| | CUT MEATS, LBS. | Nov. 30, | Dec. 31, |
|-------------------|-----------------|------------|-------------|
| | Dec. 31, 1919. | 1919. | 1918. |
| Chicago | 26,676,707 | 29,859,219 | 41,026,336 |
| Omaha | 24,030,140 | 16,893,220 | 34,656,080 |
| Kansas City | 13,405,200 | 13,872,500 | 32,766,400 |
| St. Joseph | 3,169,731 | 1,667,577 | 14,685,455 |
| Milwaukee | 13,149,408 | 6,916,219 | 11,710,106 |
| Totals | 80,431,186 | 69,208,735 | 134,844,377 |

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Jan. 8, 1920.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 29@30c; green hams, 8@10 lbs. avg., 26c, 12@14 lbs. avg., 25c; green clear bellies, 8@10 lbs. avg., 25c; 10@12 lbs. avg., 25c; 12@14 lbs. avg., 24c; green rib bellies, 10@12 lbs. avg., 23c; 12@14 lbs. avg., 23c; S. P. clear bellies, 6@8 lbs. avg., 25c; 8@10 lbs. avg., 26c; 10@12 lbs. avg., 24c; 12@14 lbs. avg., 24c; S. P. rib bellies, 12@14 lbs. avg., 22c; 10@12 lbs. avg., 23c; S. P. hams, 8@10 lbs. avg., 27c; 10@12 lbs. avg., 26c; 18@20 lbs. avg., 27c; city steam lard, 23½c; compound, 24½c; dressed hogs, 21½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. avg., 23@24c; 10@12 lbs. avg., 22@23c; 12@14 lbs. avg., 21@22c; 14@16 lbs. avg., 20@21c; skinned shoulders, 22c; boneless butts, 25@26c; Boston butts, 22@23c; lean trimmings, 21c; regular trimmings, 18c; neck ribs, 7c; kidneys, 8c; tails, 10c; livers, 2c; pig tongues, 25c.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Jan. 7, 1920.—Latest quotations on chemicals and soapmakers' supplies are quoted as follows: 74 to 76% caustic soda, 4½@4¾c lb.; 60% caustic soda, 4½c lb.; 98% powdered caustic soda, 4%@5c lb.; 48% carbonate of soda, 2½c lb.; 58% carbonate of soda, 2¼@2½c lb.; talc, 1%@2c lb.; silex, \$20 per 2,000 lbs.

Clarified palm oil, nominal, in casks, 2,000 lbs., 17@17½c lb.; yellow olive oil, \$2.50@2.55 gal.; cochin cocoanut oil, 21@21½c lb.; Ceylon cocoanut oil, 19½@20c lb.; cottonseed oil, 23c lb.; soya bean oil, 19½@19½c lb.; corn oil, 20@20½c lb.; peanut oil, deodorized, 27½@28c lb., crude, 23½@24c lb.

Prime City tallow, special, 18c. lb.; dynamite glycerine, nominal, 23½@24c lb.; saponified glycerine 88%, nominal, 17½@18c lb.; crude soap glycerine, nominal, 16c lb.; chemically pure glycerine, nominal, 24½@25c lb.; prime packers' grease, 14@14½c lb.

We Buy—
Hides, Calfskins, Sheepskins, Tallow

THE C. A. BRESLER & SONS COMPANY
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LIVE STOCK MARKETS

CHICAGO

(Special Letter to the National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, Jan. 7.

All signs point to plenty of medium and low-priced steers during January, and perhaps well into February, and on the kinds mentioned the trade will probably be rather erratic and uncertain with nothing at this writing to warrant the expectation of any permanent upturn within the near future. On the other hand, well-fatted beefeves will be scarce and continue to command a substantial premium over the medium and half fat grades. Monday's 25c advance was ceded back to the buyers on Tuesday, indicating that upturns in the trade will probably be of only a temporary nature, and a few finished cattle are selling all the way from \$17.00@19.00 per cwt., but sales above \$16.50 are few and far between as most of the good to choice "corn-feds" are selling at present from \$14.00@16.00, medium to good grades \$12.00@14.00, fair killers from \$10.50@11.75, with cheap little killers around \$9.00. Receipts in Chicago for the first three days of this week will total approximately 50,000 cattle as against 47,105 for the same period a week ago.

We have had a good demand in butcher-stuff this week with everything but canners selling fully 25c per cwt. higher. Yearlings are selling well and even though receipts of cattle are liberal, the supply of yearlings is moderate and a good enough demand to take them at very satisfactory prices. There is very little doing here in feeding cows and heifers. Most everything coming is selling to the killers. The bull trade shows but little change—the market about steady as compared with last week's closing prices with the best trade for heavyweight butcher bulls and heavyweight bologna bulls. Calves have shown a big advance and vealers are \$1 per cwt. higher this week with choice ones selling at \$17.50@17.75 and a few fancy ones at \$18.00. The shipping demand for heavy calves has been very good on anything that is fat, and the market is \$1.00@1.50 higher than a week ago.

January is always a hog month and February, too, frequently brings forth plenty of them; in fact some of our record-breaking runs have occurred in February. However, an underlying current of strength characterizes the trade and the Eastern demand is the best of the season, and aside from occasional excessive runs and temporary declines the outlook looks strong. For instance: On Monday of this week with 55,000 hogs the extreme top of the market was \$15.25, while on Tuesday because of an excessive run of 81,771 head prices declined 25@50c, and with 25,000 fresh receipts today (Wednesday) and about 30,000 left over from Tuesday the trade eased off another 15@25c but ruled active and strong at the decline with the bulk of the choice light and prime shipping grades selling from \$14.40@14.60 and mixed packing kinds from \$14.00@14.20.

While the inability of feeders to get cars has no doubt modified receipts of sheep and lambs during the past two weeks, the main cause for conservative shipment is the fact that local feed-yards, pastures and cornfields are well cleared and present holdings are in strong hands. Prevailing quotations follow: Good to prime lambs \$18.50@19.25; poor to medium \$16.50@18.00; culs \$13.00@15.00; good to choice yearling wethers \$16.00@16.50; fat aged wethers \$11.25@12.00; good to choice ewes \$10.75@11.75; poor to medium ewes \$8.50@10.00; culs \$5.00@7.50; feeding lambs \$16.00@16.85; breeding ewes \$10.50@12.00.

ST. LOUIS

(Special letter to The National Provisioner.)

National Stock Yards, Ill., Jan. 7, 1920.

The cattle receipts this week total 23,000 head. There has been no choice cattle available during the period, the common classes of butcher cattle making up the bulk of the salable supply. The best we are getting does not go over the \$15.90 mark and there are very few lots that are bringing that price. The trade is still quoting \$16.25@19.00 as the figures applying on prime to choice heavy steers and no doubt they would be paid if we were having any offerings of that kind. The bulk of our best killers are selling in a spread of \$10.50@12.50 and these cannot be called any other than common to medium cattle. The market on beef cattle is on a fairly steady basis but in the butcher grades regardless of the fact that quality is lacking, prices are sharply higher. A range of \$7.00 to \$10.00 catches the bulk of the butcher trade, but quite a few sales of fairly good yearlings and heifers are being made at \$13.00@14.50. Good stockers and feeders with weight are selling well, but the light ones are finding considerably slower sale. Good feeders sold this week up to \$11.50 but the bulk of them are swinging around the \$10.00 mark.

Our hog run continues very heavy and we are receiving some of the best quality hogs that have been here in a year's time. For the week ending today the count is something like 113,000 and if the run continues as heavy for the balance of the calendar week we will probably hang up another record. Prices have held up very well considering the heavy run and at this writing we are only about 20c lower than this time a week ago. There has been considerable fluctuation in prices but the trend has been to a higher basis except on the last two days of the period, during which time we have received something like 45,000 hogs. Today's quotations are: Mixed and butchers \$14.25@14.60; Good heavies \$14.50@14.60; Rough \$12.00@13.25; Light \$14.40@14.60; Pigs \$12.25@14.50; Bulk \$14.25@14.55.

A strong active market characterizes the sheep house. The run for the period is 16,500 and this is not nearly a sufficient amount to supply the demand. Fat mutton sheep are selling at \$9.50@10.00 and yearlings are quoted up to \$16.00, although we are receiving a very few of them. The bulk of the lamb offerings for the good kinds ranges from \$17.50@18.50 with choice lambs selling up to \$18.75. Culls are going mainly from \$12.00@13.00 and the common kinds \$8.00@10.00.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Jan. 7, 1920.

The cattle market late Tuesday showed increased activity, and today was stronger with most sales 10 to 15 cents higher than Monday, and about up to the closing level last week. Receipts were moderate. Hogs opened lower again today, but regained the early loss. Tuesday's decline of 25 to 40 cents was a setback to about the same level as a week ago. The sheep market remained firm with lambs selling up to \$18.50. Today's receipts were 10,000 cattle, 18,000 hogs, and 8,000 sheep, compared with 5,000 cattle, 12,000 hogs and 6,000 sheep a week ago, and 19,200 cattle,

27,950 hogs, and 10,900 sheep a year ago.

The run of 10,000 cattle today carried about sufficient beef grades to meet requirements of killers. Trade reflected the stronger tendency that appeared late Tuesday, and the market was better than the low point Monday. The bulk of the offerings were short-fed steers that brought \$11@12.50, and a few loads at \$13@15.50. Cows were fully steady at a price range of \$5.50@12.25, and heifers \$7.50@13.50. Bulls were higher. Canner grades sold at \$5@6, and fed grades brought \$6.25@9.50. Prime grades would bring \$10 or better. Veal calves were quoted strong.

Chicago quoted hog prices 15@25c lower, and because of that decline the market here started 10@15c lower. However, packers started active operations and in a short time prices were fully steady and closing quotations were strong. The top price was \$14.65, and the bulk of the offerings sold at \$14.30@14.55. In the three days this week receipts were 60,500, an increase over last week, though materially short of a year ago.

Demand for sheep and lambs continued urgent with prices firm. A good many peafed lambs from Colorado sold at \$18.25@18.50, and native lambs brought \$17.75@18.40. The market is at the high point of the season. Fat ewes are quoted at \$10@11. wethers \$11@12, and yearlings \$14@15. Five decks of 60-pound Nebraska feeding lambs sold Tuesday at \$16.40.

OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., Jan. 7, 1920.

Receipts of fat cattle have been somewhat disappointing this week but this has been due to inadequate railroad facilities and not to any lack of desire on the part of the country to ship. As a general thing the demand from the packers has been healthy and trend of values upward, the advance for the first half of the week amounting to 25@40c on both beef steers and cow stuff. Good 1,200 to 1,350 pound beefeves are selling at \$13.00@14.50 and on up, fair kinds going largely at \$11.00@13.00 and the warmed up and short steers bringing from \$10.50 down. Cows and heifers are selling at a range of \$5.50@12.50, fair to good butcher and beef stock largely around \$9.00@10.50. Veal calves have held fully steady at \$10.00@14.50 and the same holds true as to bulls, stags, etc., at \$6.00@11.00.

Hogs are coming to market more freely than recently and quality of the offerings has been exceptionally good of late. Demand has broadened so that both shippers and packers are taking the offerings freely at prices that have shown a strong upward tendency and compared with a week ago the market is all of 50@60c higher. Quality is the main consideration with buyers and weight cuts little figure at this time, both heavy and light weights selling both at the top and the bottom of the list. With 14,000 hogs here today the market was steady to 10c higher. Tops brought \$14.55 as against \$14.10 last Wednesday and bulk of the trading was at \$14.10@14.40 against \$13.80@14.00 a week ago.

Hardly enough sheep and lambs have been received this week to meet the strong demand from both packers and feeder buyers and prices are anywhere from 50c to \$1.00 higher than a week ago. Interest has centered chiefly in the lambs and since the recent advance many feeders have realized handsome profits. Best fat lambs are selling around \$17.75@18.25 and feeder buyers are paying as high as \$16.65 for fleshy stuff to go to the country. Aged stock of all kinds has also sold to excellent advantage, good to choice ewes selling up to \$10.00@10.50.

ICE AND REFRIGERATION

ICE NOTES.

The Glendale Ice Co., Moundsdale, W. Va., will erect a cold storage plant.

Taylor & Co. have established a cold storage plant at Clarksburg, W. Va.

The Paris Ice Co. will shortly build an addition to its plant located at Paris, Ky.

Stahl & Hoffman, Wheeling, W. Va., contemplate the installation of a refrigerating plant.

The Lagrange Ice & Fuel Co., Lagrange, Ga., will shortly construct an addition to its plant.

The municipality of Lake City, Fla., contemplates the enlargement of its cold storage house at that city.

The A. D. DeLand Co. have purchased the cold storage warehouse of A. D. Elbridge at Neenah, Wis.

The Texas Ice Co., Beaumont, Tex., plans to erect additions enabling it to double its present capacity.

The Gonzales Ice & Refrigeration Co., Gonzales, Tex., will remodel its plant shortly and increase its ice making capacity.

The Kingston Ice Mfg. Co. has incorporated at Kingston, N. C., with a capital of \$100,000. C. E. Rosemand is named as principal.

Beasley & Cochran have purchased the local ice plant at Huntington, Tenn. They will make improvements to the extent of \$4,000.

The Selma Creamery & Ice Co. propose the erection, shortly, of an addition to their ice plant at Selma, Ala.

The Grocers' Ice & Cold Storage Co., Louisville, Ky., plan the construction of a two-story addition to their plant.

The Winchester Cold Storage Co., Winchester, Va., will erect a 6-story building for storing grain, to have a 275,000-bu. capacity.

C. H. Wilson has purchased an established ice plant at Wheeling, W. Va., which he will remodel and equip with new machinery.

The San Benito Bonded Warehouse, San Benito, Tex., will issue \$75,000 in bonds which will be utilized to defray the expense of erecting a pre-cooler and ice plant.

The San Fernando Valley Ice & Cold Storage Co., San Fernando, Cal., contemplates the construction of a cold storage plant to cost approximately \$100,000. The site selected is half way between Van Nuys and San Fernando.

WHY THE PACKERS SETTLED.

(Continued from page 20.)

face up, and our records and methods and operations are open for the closest investigation.

What It Is Not.

"The scope of this settlement possibly

can be stated best in the first instance by saying what the settlement is not. Some newspapers have carried headlines to the effect that 'The Packers Are Forced to Dissolve Meat Trust' and 'Packers' Combine Smashed.' This is not the case, for the very good reason that there was no 'meat trust' to 'dissolve' and there was no 'combine' to 'smash.' Nothing of this sort was involved in this settlement.

"Then again, the settlement is likened to certain leading cases which have arisen in this country under the Sherman anti-trust act, in which trials were had, guilt established and judgments of court taken. Some of these cases have been referred to publicly as 'unscrambling of eggs' and in some instances the public has felt that an egg omelet came out of the unscrambling.

"The cases are not parallel because in this case there will be no trial or adjudication, no 'unscrambling of eggs,' as the decree will be entered by consent of the parties. There will be no adjudication that we have violated any law, because we have violated no law either in fact or intent.

"There will be no change in the Morris corporate organization. We simply will dispose of our stock yards and terminal holdings and the so-called unrelated lines, under the decree of court. There is no central organization in the packing industry like there was in the cases above referred to.

A Title That Is Misleading.

"The fact is that the so-called 'Big Five' are independent packing concerns in open and active competition with each other, buying their raw material and selling their finished product under the old law of supply and demand, and this settlement will not change this order of things in the least.

"The title 'Big Five' is inappropriate and misleading. There are many large packers besides the so-called 'Big Five.' For instance, there are two other packing companies, each of which has an annual business of almost \$200,000,000, and there are many other large packers. There are 287 packing concerns doing an interstate business, all in active competition with us, besides numberless local establishments which have the decided advantage in business competition of no government inspection.

"I do not wish to minimize the extent or scope of this adjustment, because it was a 'major operation,' involving very large investments and a very large volume of business.

Terms of the Settlement.

"Now, as to what the settlement actually was. The fact is, there has been a vast amount of agitation and sentiment in this country the last few years because of allegations that the packers were building up a 'food monopoly.' Investigations and congressional hearings have been had, but nothing constructive resulted. There was no real foundation for the fear, but the fear did exist that there was danger

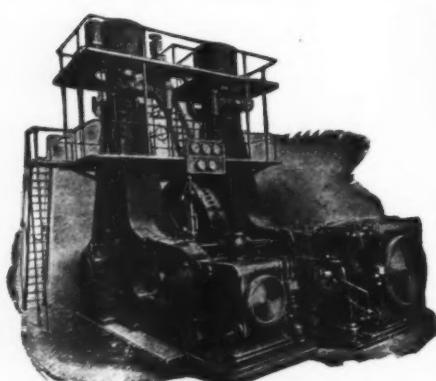
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One 10-ton belted Newburg
One 10-ton United
One 10-ton Remington

One 3-ton Vilter
One 2-ton Baker
One 35-ton steam driven Vilter
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These are thoroughly rebuilt and guaranteed the same as new, ready for immediate shipment with complete high pressure side.
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YORK MANUFACTURING COMPANY

Ice-Making and Refrigerating Machinery Exclusively

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"AND YOU CAN'T BEAT CORK!"

THAS A FACK—BRACK an MACK

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THE UNION INSULATING CO. Great Northern Building CHICAGO

of the packers ultimately controlling the American table.

"In order to meet the views of the government in this period of reconstruction, unrest and uncertainty, and in response to this created public opinion, we agreed to give up all side lines or unrelated businesses, and particularly the handling of staple groceries, to refrain from going into the retail meat business (something we never did nor contemplated) and to sell, under approval of the court, our holdings in public stock yards, stock yards terminals and the market newspapers at the yards and to get out of public cold storage warehouses.

"This is to be accomplished by means of an injunctive decree, and as to these particular features the decree will fix these matters as 'tight as a drum.' These particular matters are forever disposed of

(Continued on page 41.)

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| Codes Cross Griffin A.B.C. 5th Bentleys | CORN BELT PACKING CO. DUBUQUE, IOWA HAMS BACON LARD <i>"Pure Foods of Flavor"</i> | Cable Address Cornpack |
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The **FLANAGAN TEMPERATURE REGULATOR AND FIRE EXTINGUISHER** sounds an alarm the instant the temperature of the Smoke House reaches a certain degree. If a spark ignites the soot and grease on the Smoke House walls, the apparatus starts automatically and extinguishes the blaze without the use of water, and with no damage to the products. In the Packing House of Messrs. J. J. Felin & Co., Philadelphia, this apparatus has upon seven different occasions either given warning of an overheated house, or prevented damage by fire. This apparatus has also reduced the insurance on this particular plant ten per cent.

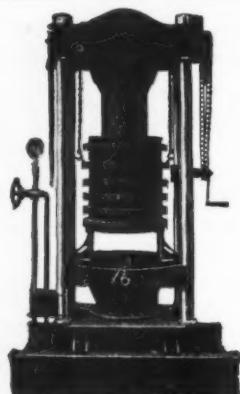
Write for pamphlet giving detailed information and prices.

Redfield Mechanical Company

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500 Ton H-P-M Hydraulic Curb Press

Standard Equipment

The press room equipped with H-P-M Hydraulic Presses has the basic facilities for the largest yield of lard or grease on the lowest production cost basis. The principles of operation and the design and construction of

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insure highest class results and reliable service. The line affords just the right size and type for every requirement from the largest packers and renderers in the world to the small butcher.

Leading Jobbers sell H-P-M Hydraulic Presses.

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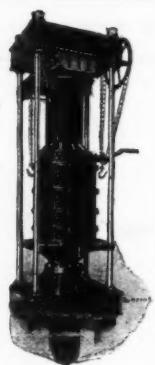
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Pittsburgh

Detroit

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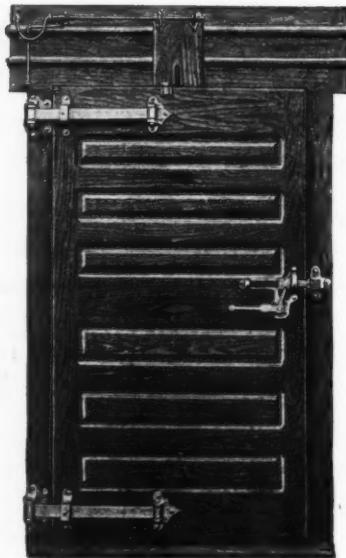


100 Ton Hydraulic Cracking Press

Doors for Overhead Meat Rail

Indispensable for Packing Houses, Abattoirs and all plants where overhead rails are in use.

Durability, Simplicity and ease of operation of the Trap Device, with no springs, sliding or working parts or other delicate mechanism to wear out, break or rust, are notable features.



Open right—close tight

The pockets on each side of the track port are as thoroughly insulated as is the door itself, thus eliminating the necessity of the purchaser having to do this important work at his own expense before the doors are installed, as is frequently the case with other makes.

Write for new Catalog No. 9—contains a door for every purpose.

Jamison Cold Storage Door Co.

Formerly Jones Cold Storage Door Company

HAGERSTOWN

MARYLAND, U. S. A.

WHY THE PACKERS SETTLED.

(Continued from page 39.)

In a much more effectual manner than any legislation that could be enacted. As a result of this adjustment there can never be any danger of these five packers ever controlling meat substitutes.

Time Alone Will Tell the Effect.

"As to the effect of this settlement time alone will tell. Our position always has been that the proper people to own and manage the stock yards are the people who are interested in the industry, instead of people who are interested in collecting dividends; also that in these public yards, where every one can sell or bid on livestock, it is of no consequence who owns the capital stock of the stock yards company, so far as the price paid for livestock is concerned.

"Livestock producers who have clamored for control of the stock yards will now be given the opportunity they have sought.

"Our position as to the unrelated lines has been that the elimination of competition would not reduce the high cost of living and that it is against the genius of our institutions to limit personal activities, to strike down initiative and private business ambition.

Will Grocery Prices Come Down?

"The wholesale grocers have made a vigorous and determined fight against the handling of groceries by the packers, even though our total wholesale grocery business aggregated less than 10 per cent of the whole, and if this fight was waged in the interest of the consumers, and not selfishly for the wholesale grocers themselves, then we may expect the prices of groceries to be reduced forthwith.

"One big fact stands out, and that is, that the profits the packers made in the handling of groceries ultimately went to reduce our overhead, allowed us to use our facilities 100 per cent, and entered into our final packinghouse profits, and if these profits are to be cut out, then it would seem to us that the producer must get less for his livestock or the consumer must pay more for his meat.

"If this settlement does not work out to the interest of the great mass of the people, then no one is to blame but the people themselves. We live in a democracy and each American citizen is a component part of that democracy. Public opinion is the final law in this country.

"If the people have encouraged a false and unjust fight against the packers, then the people are to blame. On the other hand, if the substantial citizens realized at the time that a fair fight was not being waged against the packers, then it was their solemn duty to create a just public opinion on this subject. We made this settlement because we felt that the people wanted it.

Packers Cannot Now Be Blamed.

"From now on we hope that the onus of the high cost of living will not be placed on our shoulders simply because we handle a food product. If this settlement tends to remove a cause, we should not be blamed for a continuance of a condition—should it continue to exist.

"If the producers find that this settlement is finally not in their interest, then

they are to blame, because it was the producers in the first instance who, in their meeting at El Paso in 1916, created a market committee which was directly responsible for the vicious and unfair propaganda that was launched in this country against the packing industry.

"We have some misgivings as to the effect of this settlement on our business in foreign countries. But if the export business is cut down and the producers of livestock and American labor suffer as a result thereof, then the producers must realize that they alone are to blame, because they started this whole thing.

"Although in the conduct of the businesses given up we were well within our legal rights and felt that we stood on sound, economic ground, still we felt that it was our duty to promote confidence, co-operation and stable conditions and to remove grounds for agitation and criticism. We simply met the government's views and contentions along big, broad, constructive lines, and we feel, therefore, that the packing industry in the future is entitled to fair treatment at the hands of the public.

People Should Know the Facts.

"In this connection, I desire to suggest that this is the proper time for the American people to realize that they have a direct and vital interest in the packing industry. It is very close to all the people. In the past this industry has been a football in politics. Packer baiting has been a popular sport and it appears that even this settlement is now seized upon and misrepresented by certain politicians to advance their own political ambitions.

"If the people really appreciated the difficult and delicate position which the packers occupy between the producers and the consumers, the producers always wanting a high price for the live meat animals, our raw material, while the consumers always want cheap meat, which is our finished product, they would begin to realize we must be treated fairly.

"There cannot be cheap meat on the table of the consumer when we pay high prices for the raw material. As it is, the producer gets 85 per cent of the sales price paid for the live meat animals.

Day of Cheap Meat Gone Forever.

"If the efficiency of the packing industry is cut down, or if the cost to manufacture and distribute is increased through a federal license law, then, necessarily, the producer must get less for his livestock or the consumer must pay more for his meat.

"The cost of live meat animals—of labor, taxes and of all supplies going into meat—has advanced tremendously in the last five years, hogs 150 per cent, cattle 60 per cent, labor 200 per cent and supplies 220 per cent. It must be realized by all fair and sensible people that the day of cheap meat is gone forever, and yet, with these increases in cost to us, the wholesale prices of meats have decreased 35 per cent since last spring.

"If the packers, as manufacturers and distributors, slaughter the animals and distribute the meat with efficiency and at a reasonable profit, then they have discharged a great duty to the people. They must pay a sufficiently high price

for the live meat animal to encourage production. On the other hand, they must sell the meat sufficiently low to encourage consumption.

Can't Destroy Packers' Efficiency.

"The efficiency of the packers must never be destroyed or materially impaired unless the public is prepared to pay the certain penalty. Rubber will stretch only so far and this industry can stand only so much strain. It cannot be kicked around politically in the future as it has been in the past. If the borrowing power of the packers ever is destroyed, the people inevitably will be faced with increased cost of meats.

"The future of the packing industry and the part it will play in the daily life of the nation depends entirely upon the attitude of the American people toward the industry itself. We are constantly between two great conflicting interests, the producer and the consumer, both having many votes, and, therefore, in the past, we have been the prey of designing politicians and time servers.

"It is up to the public to see that we get a square deal and in this the public is interested quite as much as the packers, and the sooner this is realized by the public the better it will be for everybody. It is high time for the thinking public in these days of radicalism to take a hand in this matter, if this vital industry is to be saved from the same expensive mess in which politics and inefficiency have placed the railroads.

May Be a Dangerous Precedent.

"Some of us were not in sympathy with this settlement not only because we regarded it as a dangerous precedent for American business, but also because, as our cause was just and meritorious, we felt the American people, who always do the right thing in the end, finally would see that this great industry was treated fairly and justly.

"The settlement has been made. Whether wise or not, the motives back of it were patriotic, and, whether our judgment approves or disapproves of this settlement, it is now the patriotic duty of every one to stand back of this settlement in good faith and give the new plan of operation a fair, square deal."

COMMENT ON COMMISSION PLAN.

The following statement was issued by Armour & Company as a comment on the proposal to establish a commission government for the meat packing industry:

"It is absurd to suggest that the meat packing industry needs a commission to regulate its operations. The country has had enough of this government-by-commission business. The sooner we get back to normal methods of doing business, the sooner we will have reason to hope for normal price levels. This proposed legislation is based upon a misconception as to the needs of the industry and as to the effect such regulation would have upon the stockraising business. It would accomplish no good and simply add to the burdens already placed upon the packing business.

"We were hopeful that what the meat packers had done within the last sixty days, in response to governmental and public influence, would be sufficient to satisfy the most radical elements, and we regret this additional proposal, which is as unwarranted as it is unnecessary."

Chicago Section

A. C. Dean, joint managing director of the Swift Beef Company of England, was in Chicago this week.

Board of Trade memberships last week sold at \$16,500 each, net to the buyer, including dues paid for this year.

Swift & Company's sales of carcass beef for the week ending Saturday, January 3, 1920, averaged \$14.70 per cwt., ranging from \$9.00 to \$27.00 per cwt.

Chicago achieved a new record for livestock receipts, totaling 18,215,603 head, for the year 1919, which was 436,168 larger than in 1918, and 3,523,941 larger than the combined total for 1917.

Visitors to Chicago this week included W. H. Gehrmann, Kohrs Packing Company, Davenport, Ia., and Ferdinand Dryfus, Dryfus Packing & Provision Company, Lafayette, Ind.

George A. Hormel, president of Geo. A. Hormel & Company, Austin, Minn., left this week with Mrs. Hormel for Beverly Hills, California, where they will spend the winter months.

Walter H. Miller, Jr., who designed and supervised the building of the Miller & Hart plant at the Yards, is busy pushing plans for the work on the new abattoir adjoining this plant, which it is expected will be ready for operation in the spring.

The board of directors of the American Provision Export Company held a meeting at the company's offices in Chicago this week, which was attended by S. T. Nash of Cleveland, A. L. Eberhart of Austin, Minn., and others active in this organization.

Samuel T. Nash, president of the Cleveland Provision Company, Cleveland, O.; James G. Cowrie, of the Jacob Dold Packing Company, Buffalo, N. Y.; and Al Eberhart, of Geo. A. Hormel & Company, Austin, Minn., were three pork packing experts who visited Chicago this week.

William B. Swift, son of L. F. Swift, is the latest packinghouse scion to begin in the business at the bottom. He started in this week as a clerk at the Yards. He was an ensign in the Naval Aviation Corps during the war, and his book on "Flying Officers of the U. S. N." just published, is regarded as the authority on this subject.

Leslie F. Gates, of Lamson Bros. & Company, was re-elected president of the Chicago Board of Trade this week without opposition. James J. Jones, who has been a director for six years, was elected vice-president, having no opposition. The five directors elected for three-year terms were: Joseph Simons, W. E. Hudson, Edward D. McDougal, Edwin A. Doern and L. L. Winters. Charles H. Stone was elected to fill a vacancy for one year.

The Stock Yards Community Clearing House, at present representing Armour, Swift, Morris, Wilson, Libby, Miller & Hart, and Boyd, Lunham & Company, announces the engagement of Walter F. Mac-

Neill as business manager. Mr. MacNeill is widely known for his promotional Americanization work in connection with the Chicago Association of Commerce, and for his activities in connection with the Union League Club. He brings to his new task an experience, ability, and a vision that promises a program of exceptional interest and value to the district served by the clearing house. The purpose of the Stock Yards Clearing House is to promote the welfare of the families of employees working in this community.

CANADIAN PACKER IN CHICAGO.

T. F. Matthews, president of the Canadian Packing Co., Ltd., of Toronto, was in Chicago this week on business connected with the activities of his concern, which is one of the most prominent in Canada, and was formerly known as the Matthews-Blackwell Company. Mr. Matthews says that Canadian packers are struggling with difficulties due to a marked shortage in the Canadian hog supply, both East and West. Canada did more than her share per capita in supplying meats to the Allies during the war, and present feeding conditions have made hog production unattractive to Canadian farmers. Cost of feed-stuffs has been higher than ever because of foreign exchange, values being deter-

mined by American prices, and Canadian exchange being even below that of this country. The prospect for hog production in Canada during the coming year does not appear especially bright. Canadian packers are holding their own, however, and the reputation of Canadian meats abroad continues to be of the very best.

CHICAGO FAIR PRICE MEAT LIST.

The latest "fair price" list issued by Major A. A. Sprague, chairman of the Illinois Fair Price Commission, quotes what he considers fair retail selling prices of meats, etc., based on specified wholesale prices and allowed margins as follows:

| | Wholesale. | Margin. | Retail. |
|--|------------|---------|--------------|
| Fresh pork, loins | 20 | @25 | .08 .28 @33 |
| Fresh pork, chops, ends 20 | 20 | @25 | .07 .27 @32 |
| Fresh pork, chops, mid. 20 | 20 | @25 | .12 .32 @37 |
| Fresh pork, ribs | 16 | @21 | .05 .21 @26 |
| Fresh pork, shoulders, | | | |
| 10-12 avg. | 18 | @22 | .07 .25 @29 |
| Smoked fancy hams, 12-14 avg. | 28 | @32½ | .07 .35 @39½ |
| Smoked fancy bacon, 4-6 avg. | 41 | @47½ | .08 .49 @55½ |
| Smoked fancy bacon, 6-8 avg. | 39 | @45 | .08 .47 @53 |
| Smoked standard hams, 12-14 avg. | 26 | @31½ | .07 .33 @38½ |
| Smoked standard bacon, 10-12 avg. | 30 | @35 | .08 .38 @43 |
| Smoked picnic hams, 4-6 avg. | 20 | @25 | .06 .26 @31 |
| Lard, raw leaf. | 22 | @24½ | .06 .28 @30½ |
| Lard, standard | 25 | @27½ | .06 .31 @33½ |
| Lard, compound | 24 | @26 | .06 .30 @32 |

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PACKING PLANTS AND COLD STORAGE CONSTRUCTION.

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PACKERS AND SAUSAGE MANUFACTURERS
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SAUSAGE, HAMS, BACON AND LARD
SUMMER SAUSAGE OUR SPECIALTY
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Manhattan Building, Chicago, Ill.
Cable Address, Pacarco

C. B. COMSTOCK
ARCHITECT

Refrigeration and Consulting Engineer

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We invite your correspondence.

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NEW YORK, N. Y.



*A delicious margarine
for eating and cooking*

"The Greatest Selling Product of its kind in the World"

MORRIS & COMPANY

CHICAGO E. St. Louis Kansas City Omaha St. Joseph Oklahoma City

Marigold Factories { Chicago, Ill. E. St. Louis, Ill.
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Los Angeles, Cal. Providence, R. I.

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

General Sales Dept., Old Colony Bldg.

CHICAGO

67 Second St.
SAN FRANCISCO

Works:
ST. LOUIS

Established 1877
W. G. PRESS & CO.
175 W. Jackson Blv'd, Chicago
PORK, LARD, SHORTRIBS
For Future Delivery
GRAIN Correspondence Solicited STOCKS

John Agar Co.

Union Stock Yards CHICAGO, ILL.

Packers and Commission Slaughterers

Beef, Pork and Mutton

Members of the Institute of American
Meat Packers

CHICAGO PACKING COMPANY

Beef and Pork Packers

Boneless Beef Cuts

Sausage Materials

Commission Slaughterers

U. S. GOVERNMENT INSPECTION

Correspondence Solicited

UNION STOCK YARDS
CHICAGO

Thomson & Taylor Spice Company

Recleaned Whole and Ground
Spices for Meat Packers

CHICAGO

ILLINOIS

Watch Page 57 for Business Chances

January 10, 1920.

CHICAGO LIVE STOCK

RECEIPTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------------|---------|---------|--------|--------|
| Monday, Dec. 29..... | 27,116 | 2,763 | 60,200 | 32,743 |
| Tuesday, Dec. 30..... | 15,588 | 4,102 | 58,903 | 23,852 |
| Wednesday, Dec. 31..... | 4,404 | 877 | 8,543 | |
| Thursday, Jan. 1..... | 8,338 | 2,915 | 49,109 | 14,111 |
| Friday, Jan. 2..... | 5,441 | 1,086 | 35,562 | 10,690 |
| Saturday, Jan. 3..... | 1,298 | 349 | 14,393 | 2,273 |

Total last week..... 62,185 12,033 226,754 92,087
 Previous week..... 43,135 8,497 198,052 71,816
 Year ago..... 49,209 5,381 92,245 50,283
 Two years ago..... 26,324 2,042 45,085 18,533

SHIPMENTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------------|---------|---------|--------|--------|
| Monday, Dec. 29..... | 6,196 | 299 | 13,723 | 4,966 |
| Tuesday, Dec. 30..... | 6,211 | 380 | 7,822 | 3,867 |
| Wednesday, Dec. 31..... | 7,003 | 284 | 8,427 | 8,244 |
| Thursday, Jan. 1..... | 3,489 | 175 | 5,442 | 2,207 |
| Friday, Jan. 2..... | 3,102 | 158 | 8,063 | 4,044 |
| Saturday, Jan. 3..... | 293 | 51 | 5,059 | 292 |

Total last week..... 26,384 1,347 48,537 23,620
 Previous week..... 18,474 1,269 31,244 15,280
 Year ago..... 8,856 563 8,738 4,734
 Two years ago..... 3,602 213 5,330 3,082

Total receipts at Chicago for week to Jan. 3, 1920:

| Cattle | Hogs | Sheep |
|-----------|-----------|-------|
| 1,157,215 | 980,153 | |
| 1,075,642 | 969,161 | |
| 1,295,777 | 1,166,141 | |

Total receipts of hogs at eleven markets:

| | Cattle. | Hogs. | Sheep. |
|--------------------------|---------|-----------|--------|
| This week | | 720,000 | |
| Previous week | | 680,000 | |
| Corresponding week, 1919 | | 858,000 | |
| Corresponding week, 1918 | | 622,000 | |
| Corresponding week, 1917 | | 684,000 | |
| Corresponding week, 1916 | | 1,035,000 | |
| Corresponding week, 1915 | | 872,000 | |
| Corresponding week, 1914 | | 629,000 | |
| Corresponding week, 1913 | | 584,000 | |
| Corresponding week, 1912 | | 756,000 | |
| Corresponding week, 1911 | | 557,000 | |

Combined receipts at seven points for week ending Jan. 3, 1920, with comparisons:

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|---------|---------|
| This week | 179,000 | 571,000 | 226,000 |
| Previous week | 131,000 | 543,000 | 160,000 |
| 1919 | 223,000 | 683,000 | 172,000 |
| 1918 | 194,000 | 470,000 | 172,000 |
| 1917 | 175,000 | 553,000 | 192,000 |
| 1916 | 162,000 | 834,000 | 213,000 |
| 1915 | 161,000 | 656,000 | 271,000 |
| 1914 | 142,000 | 495,000 | 287,000 |

Combined receipts at seven markets for week to Jan. 3, 1920, with comparisons:

| | Cattle. | Hogs. | Sheep. |
|-----------|---------|---------|--------|
| This week | 12,700 | 78,600 | 14,800 |
| Week ago | 13,200 | 55,100 | 19,000 |
| Year ago | 12,800 | 116,000 | 16,700 |

Chicago packers' hog slaughter for week ending Jan. 3:

| | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|-------|--------|
| Armen & Co. | 20,300 | | |
| Anglo-American | 13,200 | | |
| Swift & Co. | 23,300 | | |
| Hammond Co. | 14,300 | | |
| Morris & Co. | 17,500 | | |
| Wilson & Co. | 19,400 | | |
| Boyd, Lunham & Co. | 9,200 | | |
| Western Packing Co. | 15,100 | | |
| Roberts & Oake | 6,500 | | |
| Miller & Hart | 4,200 | | |
| Independent Packing Co. | 6,700 | | |
| Brennan Packing Co. | 4,700 | | |
| William Davies Co. | 9,800 | | |
| Others | 17,000 | | |

Total..... 181,200

Previous week..... 176,900

WEEKLY AVERAGE PRICE OF LIVESTOCK.

Cattle, Hogs, Sheep, Lambs.

| | \$14.25 | \$14.25 | \$10.00 | \$18.00 |
|----------------------|---------|---------|---------|---------|
| Previous week | 13.90 | 13.52 | 10.10 | 17.70 |
| Cor. week, 1919..... | 16.10 | 17.74 | 10.10 | 15.80 |
| Cor. week, 1918..... | 11.85 | 16.40 | 15.90 | 16.85 |
| Cor. week, 1917..... | 9.85 | 10.20 | 9.80 | 13.30 |
| Cor. week, 1916..... | 8.35 | 11.15 | 5.85 | 8.60 |
| Cor. week, 1915..... | 8.45 | 8.29 | 5.50 | 8.15 |
| Cor. week, 1914..... | 8.00 | 7.43 | 5.25 | 8.70 |
| Cor. week, 1913..... | 7.00 | 6.33 | 4.55 | 6.80 |

CATTLE.

| | \$17.50@19.25 | \$15.50@17.50 | | |
|--------------------------------|---------------|---------------|--|--|
| Good to choice steers..... | | | | |
| Medium to good steers..... | | | | |
| Fair to medium steers..... | | | | |
| Yearlings, fair to choice..... | | | | |
| Stockers and feeders..... | | | | |

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world. Material carried in stock for standard sizes.

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American Process Co.

68 William St. - - - New York

THE NATIONAL PROVISIONER

FRIDAY, JAN. 9, 1920.

| PORK—(Per bbl.)— | |
|----------------------|----------|
| January | 37.50 |
| May | 39.00 |
| LARD—(Per 100 lbs.)— | |
| January | 24.10-05 |
| May | 24.50 |
| July | 25.35 |

| RIBS—(Boxed, 25c more than loose)— | |
|------------------------------------|-------|
| January | 19.75 |
| May | 20.60 |
| July | 20.85 |

RIBS—(Boxed, 25c more than loose)—

| January | 19.75 | 20.00 | 19.75 | 19.95 |
|---------|-------|-------|-------|-------|
| May | 20.60 | 21.00 | 20.57 | 20.85 |
| July | 20.85 | 21.30 | 20.85 | 21.25 |

January..... 19.75 20.00 19.75 19.95

May..... 20.60 21.00 20.57 20.85

July..... 20.85 21.30 20.85 21.25

January..... 19.75 20.00 19.75 19.95

May..... 20.60 21.00 20.57 20.85

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January..... 19.75 20.00 19.75 19.95

May..... 20.60 21.00 20.57 20.85

July..... 20.85 21.30 20.85 21.25

</

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

| | | |
|---------------------------|-------|----------|
| Prime native steers | 25 | @ 26 |
| Good native steers | 23 | @ 24 |
| Medium steers | 21 | @ 22 |
| Heifers, good | 15 | @ 18 |
| Cows | 11 | @ 14 |
| Hind quarters, choice | 13 | @ 33 |
| Fore quarters, choice | 19 | @ 19 |
| Beef Cuts. | | |
| Steer Loins, No. 1 | 55 | @ 55 |
| Steer Loins, No. 2 | 40 | @ 40 |
| Cow Loins | 10 | @ 25 |
| Steer Short Loins, No. 1 | 70 | @ 70 |
| Steer Short Loins, No. 2 | 59 | @ 59 |
| Cow Short Loins | 22 | @ 33 |
| Steer Sirloin Ends (bins) | 32 | @ 32 |
| Steer Sirloin Ends, No. 2 | 30 | @ 30 |
| Cow Loin Ends (bins) | 40 | @ 40 |
| Steer Ribs, No. 1 | 26 | @ 26 |
| Cow Ribs, No. 1 | 21 | @ 21 |
| Cow Ribs, No. 2 | 16 | @ 16 |
| Steer Ribs, No. 2 | 20 | @ 20 |
| Cow Ribs | 13 | @ 13 |
| Chucks, No. 1 | 17 | @ 17 |
| Steer Chucks, No. 2 | 14 | @ 14 |
| Cow Chucks | 10 | @ 10 |
| Steer Plates | 14 | @ 12 1/2 |
| Medium Plates | 12 | @ 12 1/2 |
| Briskets, No. 1 | 19 | @ 19 1/2 |
| Briskets, No. 2 | 14 | @ 14 1/2 |
| Steer Naval Ends | 11 | @ 11 1/2 |
| Cow Naval Ends | 9 | @ 9 1/2 |
| Fore Shanks | 8 | @ 8 |
| Hind Shanks | 7 | @ 7 |
| Rolls | 18 | @ 18 |
| Strip Loins, No. 1 | 40 | @ 40 |
| Strip Loins, No. 2 | 20 | @ 20 |
| Strip Loins, No. 3 | 14 | @ 14 |
| Sirloin Butts, No. 1 | 30 | @ 30 |
| Sirloin Butts, No. 2 | 26 | @ 26 |
| Sirloin Butts, No. 3 | 23 | @ 23 |
| Beef Tenderloins, No. 1 | 60 | @ 60 |
| Beef Tenderloins, No. 2 | 55 | @ 55 |
| Rump Butts | 18 | @ 18 |
| Flank Steaks | 22 | @ 22 |
| Pancake Chucks | 11 | @ 11 |
| Shoulder Clods | 17 | @ 17 |
| Hanging Tenderloins | 12 | @ 12 |
| Trimmings | 7 1/4 | @ 7 1/4 |

Beef Product.

| | | |
|---|--------|----------|
| Brains, per lb. | 9 | @ 10 |
| Hearts | 8 | @ 9 |
| Tongues | 33 | @ 33 |
| Sweetbreads | 38 | @ 40 |
| Ox-Tail, per lb. | 9 | @ 10 |
| Fresh Tripe, plain | 6 1/2 | @ 6 1/2 |
| Fresh Tripe, H. C. | 7 1/2 | @ 7 1/2 |
| Livers | 6 1/2 | @ 8 |
| Kidneys, per lb. | 3 1/2 | @ 4 1/2 |
| Veal. | | |
| Choice Carcass | 28 | @ 29 |
| Good Carcass | 25 | @ 27 |
| Heavy Carcass | 16 | @ 20 |
| Good Saddles | 28 | @ 30 |
| Good Racks | 18 | @ 18 |
| Medium Backs | 12 | @ 12 |
| Veal Product. | | |
| Brains, each | 10 | @ 10 |
| Sweetbreads | 50 | @ 55 |
| Calf Livers | 37 | @ 38 |
| Lamb. | | |
| Choice Lambs | 30 | @ 30 |
| Medium Lambs | 29 | @ 29 |
| Common Lambs | 16 | @ 16 |
| Choice Saddles | 36 | @ 36 |
| Choice Fore | 24 | @ 24 |
| Medium Fore | 22 | @ 22 |
| Lamb Fries, per lb. | 19 | @ 20 |
| Lamb Tongues, each | 18 | @ 18 |
| Lamb Kidneys, per lb. | 25 | @ 25 |
| Mutton. | | |
| Heavy Sheep | 15 | @ 15 |
| Light Sheep | 16 | @ 16 |
| Heavy Saddles | 18 | @ 18 |
| Light Saddles | 20 | @ 20 |
| Heavy Forces | 12 | @ 12 |
| Light Forces | 12 | @ 12 |
| Mutton Legs | 25 | @ 25 |
| Mutton Loins | 15 | @ 15 |
| Mutton Steaks | 9 | @ 9 |
| Sheep Tongues, each | 18 | @ 18 |
| Sheep Heads, each | 15 | @ 15 |
| Fresh Pork, Etc. | | |
| Dressed Hogs | 25 | @ 25 |
| Pork Loins | 25 | @ 25 |
| Loin Lard | 23 1/2 | @ 23 1/2 |
| Tenderloins | 41 | @ 41 |
| Spare Ribs | 19 | @ 19 |
| Butts | 21 1/2 | @ 21 1/2 |
| Hocks | 16 | @ 16 |
| Trimmings | 15 | @ 15 |
| Extra Lean Trimmings | 24 | @ 24 |
| Tails | 13 | @ 13 |
| Snots | 11 | @ 11 |
| Pigs' Feet | 7 1/2 | @ 7 1/2 |
| Pigs' Heads | 12 | @ 12 |
| Blade Bones | 9 | @ 9 |
| Blade Meat | 16 | @ 16 |
| Cheek Meat | 13 | @ 13 |
| Hog Hocks, per lb. | 5 | @ 5 |
| Neck Bones | 10 | @ 10 |
| Skinned Shoulders | 8 1/4 | @ 8 1/4 |
| Pork Hearts | 7 | @ 7 |
| Pork Kidneys, per lb. | 24 | @ 24 |
| Pork Tongues | 26 | @ 26 |
| Slip Bones | 9 | @ 9 |
| Tail Bones | 10 | @ 10 |
| Brains | 24 1/2 | @ 24 1/2 |
| Backfat | 24 | @ 24 |
| Hams | 28 | @ 28 |
| Cod | 21 | @ 21 |
| Bellies | 31 | @ 31 |
| SAUSAGE. | | |
| Columbia Cloth Bologna | 15 1/2 | @ 15 1/2 |
| Bologna, large, long, round, in casings | 16 1/2 | @ 16 1/2 |

SAUSAGE.

| | |
|---|--------|
| Columbia Cloth Bologna | 15 1/2 |
| Bologna, large, long, round, in casings | 16 1/2 |

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

| | | |
|---------------------------|-------|----------|
| Prime native steers | 25 | @ 26 |
| Good native steers | 23 | @ 24 |
| Medium steers | 21 | @ 22 |
| Heifers, good | 15 | @ 18 |
| Cows | 11 | @ 14 |
| Hind quarters, choice | 13 | @ 33 |
| Fore quarters, choice | 19 | @ 19 |
| Beef Cuts. | | |
| Steer Loins, No. 1 | 55 | @ 55 |
| Steer Loins, No. 2 | 40 | @ 40 |
| Cow Loins | 10 | @ 25 |
| Steer Short Loins, No. 1 | 70 | @ 70 |
| Steer Short Loins, No. 2 | 59 | @ 59 |
| Cow Short Loins | 22 | @ 33 |
| Steer Sirloin Ends (bins) | 32 | @ 32 |
| Steer Sirloin Ends, No. 2 | 30 | @ 30 |
| Cow Loin Ends (bins) | 40 | @ 40 |
| Steer Ribs, No. 1 | 26 | @ 26 |
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| Cow Ribs, No. 2 | 16 | @ 16 |
| Steer Ribs, No. 2 | 20 | @ 20 |
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| Chucks, No. 1 | 17 | @ 17 |
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| Briskets, No. 1 | 19 | @ 19 1/2 |
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| Fore Shanks | 8 | @ 8 |
| Hind Shanks | 7 | @ 7 |
| Rolls | 18 | @ 18 |
| Strip Loins, No. 1 | 40 | @ 40 |
| Strip Loins, No. 2 | 20 | @ 20 |
| Strip Loins, No. 3 | 14 | @ 14 |
| Sirloin Butts, No. 1 | 30 | @ 30 |
| Sirloin Butts, No. 2 | 26 | @ 26 |
| Sirloin Butts, No. 3 | 23 | @ 23 |
| Beef Tenderloins, No. 1 | 60 | @ 60 |
| Beef Tenderloins, No. 2 | 55 | @ 55 |
| Rump Butts | 18 | @ 18 |
| Flank Steaks | 22 | @ 22 |
| Pancake Chucks | 11 | @ 11 |
| Shoulder Clods | 17 | @ 17 |
| Hanging Tenderloins | 12 | @ 12 |
| Trimmings | 7 1/4 | @ 7 1/4 |

Beef Product.

| | | |
|---|--------|----------|
| Brains, per lb. | 9 | @ 10 |
| Hearts | 8 | @ 9 |
| Tongues | 33 | @ 33 |
| Sweetbreads | 38 | @ 40 |
| Ox-Tail, per lb. | 9 | @ 10 |
| Fresh Tripe, plain | 6 1/2 | @ 6 1/2 |
| Fresh Tripe, H. C. | 7 1/2 | @ 7 1/2 |
| Livers | 6 1/2 | @ 8 |
| Kidneys, per lb. | 3 1/2 | @ 4 1/2 |
| Veal. | | |
| Choice Carcass | 28 | @ 29 |
| Good Carcass | 25 | @ 27 |
| Heavy Carcass | 16 | @ 20 |
| Good Saddles | 28 | @ 30 |
| Good Racks | 18 | @ 18 |
| Medium Backs | 12 | @ 12 |
| Veal Product. | | |
| Brains, each | 10 | @ 10 |
| Sweetbreads | 50 | @ 55 |
| Calf Livers | 37 | @ 38 |
| Lamb. | | |
| Choice Lambs | 30 | @ 30 |
| Medium Lambs | 29 | @ 29 |
| Common Lambs | 16 | @ 16 |
| Choice Saddles | 36 | @ 36 |
| Choice Fore | 24 | @ 24 |
| Medium Fore | 22 | @ 22 |
| Lamb Fries, per lb. | 19 | @ 20 |
| Lamb Tongues, each | 18 | @ 18 |
| Lamb Kidneys, per lb. | 25 | @ 25 |
| Mutton. | | |
| Heavy Sheep | 15 | @ 15 |
| Light Sheep | 16 | @ 16 |
| Heavy Saddles | 18 | @ 18 |
| Light Saddles | 20 | @ 20 |
| Heavy Forces | 12 | @ 12 |
| Light Forces | 12 | @ 12 |
| Mutton Legs | 25 | @ 25 |
| Mutton Loins | 15 | @ 15 |
| Mutton Steaks | 9 | @ 9 |
| Sheep Tongues, each | 18 | @ 18 |
| Sheep Heads, each | 15 | @ 15 |
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| Dressed Hogs | 25 | @ 25 |
| Pork Loins | 25 | @ 25 |
| Loin Lard | 23 1/2 | @ 23 1/2 |
| Tenderloins | 41 | @ 41 |
| Spare Ribs | 19 | @ 19 |
| Butts | 21 1/2 | @ 21 1/2 |
| Hocks | 16 | @ 16 |
| Trimmings | 15 | @ 15 |
| Extra Lean Trimmings | 24 | @ 24 |
| Tails | 13 | @ 13 |
| Snots | 11 | @ 11 |
| Pigs' Feet | 7 1/2 | @ 7 1/2 |
| Pigs' Heads | 12 | @ 12 |
| Blade Bones | 9 | @ 9 |
| Blade Meat | 16 | @ 16 |
| Cheek Meat | 13 | @ 13 |
| Hog Hocks, per lb. | 5 | @ 5 |
| Neck Bones | 10 | @ 10 |
| Skinned Shoulders | 8 1/4 | @ 8 1/4 |
| Pork Hearts | 7 | @ 7 |
| Pork Kidneys, per lb. | 24 | @ 24 |
| Pork Tongues | 26 | @ 26 |
| Slip Bones | 9 | @ 9 |
| Tail Bones | 10 | @ 10 |
| Brains | 24 1/2 | @ 24 1/2 |
| Backfat | 24 | @ 24 |
| Hams | 28 | @ 28 |
| Cod | 21 | @ 21 |
| Bellies | 31 | @ 31 |
| SAUSAGE. | | |
| Columbia Cloth Bologna | 15 1/2 | @ 15 1/2 |
| Bologna, large, long, round, in casings | 16 1/2 | @ 16 1/2 |

Skinned Hams.

| | |
|---|--------|
| Columbia Cloth Bologna | 15 1/2 |
| Bologna, large, long, round, in casings | 16 1/2 |
| New York Shoulders, 8@12 lbs. avg. | |
| Breakfast Bacon, fancy | |
| Dried Beef Sets. | |
| Wide, 12@14 avg. and strip, 6@7 avg. | |
| Wide, 4@6 avg. and strip, 6@7 avg. | |
| Wide, 8@12 avg. and strip, 6@7 avg. | |
| Dried Beef Knuckles. | |
| Dried Beef Outskins. | |
| Skinned Boiler Hams | |

DRY SALT MEATS.

| | |
|---------------------------|--|
| Clear Bellies, 14@16 avg. | |
| Clear Bellies, 18@20 avg. | |
| Rib Bellies, 20@25 avg. | |
| Fat Bellies, 16@12 avg. | |
| Fat Backs, 12@14 avg. | |
| Fat Backs, 14@16 avg. | |
| Extra Short Clears. | |
| Extra Short Ribs. | |

WHOLESALE SMOKED MEATS.

| | |
|--------------------------------------|--|
| Skinned Hams. | |
| Cals, 4@6 lbs. avg. | |
| Cals, 6@12 lbs. avg. | |
| New York Shoulders, 8@12 lbs. avg. | |
| Breakfast Bacon, fancy | |
| Dried Beef Sets. | |
| Wide, 12@14 avg. and strip, 6@7 avg. | |
| Wide, 4@6 avg. and strip, 6@7 avg. | |
| Wide, 8@12 avg. and strip, 6@7 avg. | |
| Dried Beef Knuckles. | |
| Dried Beef Outskins. | |
| Skinned Boiler Hams | |

Regular Boiled Hams.

| | |
|-------------------------|--|
| Boiled Calas. | |
| Cooked Loin Rolls. | |
| Cooked Rolled Shoulder. | |

SAUSAGE CASINGS.

| | |
|--------------------------------------|--|
| F. O. B. CHICAGO. | |
| Beef Rounds, per set. | |
| Beef Export Rounds. | |
| Beef Middles, per set. | |
| Beef Bungs, per piece. | |
| Beef Weasands. | |
| Beef Bladders, medium. | |
| Beef Bladders, small, per dos. | |
| Hog Casings, free of salt, regular. | |
| Hog Casings, f. o. s., extra narrow. | |
| Hog Middle, per set. | |
| Hog Bungs, export. | |
| Hog Bungs, large. | |
| Hog Bungs, medium. | |
| Hog Stomach, per piece. | |
| Imported wide Sheep Casings. | |
| Imported medium wide Sheep Casings. | |
| Imported medium Sheep Casings. | |

FERTILIZERS.</h4

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

Financial Standing Misrepresented by Mercantile Agency

By Elton J. Buckley.

Since every business man has or should have a commercial rating, I am assuming that everybody will be interested in the discussion of the case submitted to me in the following letter:

_____, Maryland.
I have been in business at the above address for several years, and always believed I had good credit and a good mercantile rating. I use the service of the _____ Agency, though formerly I used that of the _____ Agency. Naturally since I dropped the _____ service, I have not seen their rating books recently, and was horrified to find the other day that they were giving me a rating of only third credit and no capital whatever. The _____ Agency, whose service I am now taking, gives me a rating of \$75,000 to \$100,000, No. 1 credit. This is not too high, as I can show by a statement at any time.

The _____ Agency formerly gave me a much better rating than now and nothing has occurred to rob me of it, except that I have stopped their service. Have they a right to blackball me in that way? I have written to them, but have received no reply. I do not remember what my rating formerly was with the _____ people, but it was much better than now. The rating they give me now (no capital and third-rate credit) is much worse than I deserve, and I am afraid it will injure my credit, though it has not had that effect as yet, so far as I can tell. I desire, however, to stand well in both books, and desire you to tell me whether I have any redress.

C. W.

Can You Compel a Good Rating?

The question is, therefore: can a business man compel a mercantile agency to give him as good a commercial rating as he deserves? The answer is no, but he can compel it to give him either as good a report as he deserves, or give him none. A mercantile agency cannot be compelled to give anybody a rating, but if it does give him one it can be compelled to make it truthful.

Naturally, there is a rather wide field for discretion in such cases. For instance, suppose a merchant shows net assets aggregating \$20,000; that is, aggregating that sum on paper. This statement is furnished a mercantile agency as a basis for credit. An agency is perfectly within its legal rights if it forms an honest opinion that the assets aren't worth the owner's idea of them, and therefore rates him at \$10,000 to \$15,000. He has no redress in such a case.

But there is a point beyond which discretion cannot go. Take the question of credit. If a merchant always pays promptly, and everybody with whom he deals says so, a mercantile agency could not legally give him second or third credit, and if it does he can sue it for libel.

And on the question of capital, if a merchant actually has \$15,000 of net cash invested in his business, no mercantile

agency could legally rate him as having no capital.

If the writer of the above letter can show a capital of anything like \$75,000 or \$100,000, and a good credit record, he has a perfectly good action against the agency which rated him no capital and third credit. And if he can show that the only reason for such a rating was the fact that he had stopped using the agency's service, the court will instruct the jury that tries the case that it is their duty to make the damage verdict so high as to punish the agency for what it did.

What is the offense of the mercantile agency which did such a thing? Libel. The following, which is right on the point, is from a leading case:

A publication which imputes an unwillingness or refusal to pay just debts is libelous per se, as tending to destroy the party's reputation for integrity and fair dealing. So it is generally held libelous per se to publish or cause to be published one's name as a delinquent debtor or as one unworthy of financial credit.

A mercantile agency, being in a sense a public utility, is allowed a certain amount of latitude in these cases, provided it acts in good faith. This is called privilege. Privilege does not extend, however, to cases where an agency publishes a man's rating in a book for general circulation. It applies only to cases where a subscriber of the agency asks confidentially for credit information about somebody, and is given it confidentially.

Where an agency adversely misrepresents a man's financial standing, he can recover damages from it, even if he cannot show that he sustained any. The law allows him to collect some damages on the theory that some damages are certain to follow such a misrepresentation.

(Copyright, January, 1920, by Elton J. Buckley.)

LOCAL AND PERSONAL.

Gordon Block has opened a shop at Ashland, Neb.

B. C. Stickle has opened a market at Madison, Wis.

J. W. Pfeffer opened a meat market at St. Charles, Minn.

Keinner & Brown will shortly open a shop at Blair, Neb.

Gordon Block is about to open a butcher shop at Ashland, Neb.

L. T. Wandling has opened a meat market at Jacobson, Minn.

The City meat market has opened for business at Nowata, Okla.

Elmer Curry has engaged in the meat business at Primrose, Neb.

McCurry & Bogart have opened a meat shop at Williamsburg, Kas.

Richard Claussen will shortly open a meat market at Daykin, Neb.

Claude Bowell has purchased the City meat market at Erick, Okla.

Philo Walbridge sold his shop to John Keiber at Crab Orchard, Neb.

The meat market of H. A. Gies has been destroyed by fire at Havre, Mont.

Carl Eichberger has purchased George A. Miller's market at Beloit, Wis.

William Bayne meat market sold out to Noble & Swanson at Aurora, Neb.

Ross Smith has opened the Star grocery and meat market at Weleetka, Okla.

Adam Stick purchased the shop of Wellington Katzman at Reading, Pa.

Hamilton, Biby & Co. are engaging in the meat business at Medford, Okla.

J. H. Dalderstone & Son have engaged in the meat business at Clifton, Kas.

E. J. Becker meat market has been sold to Livingston & Co. at Atkinson, Neb.

Bohonek Bros. have purchased the shop of C. J. Mara at Prairie du Chien, Wis.

Tom Powell has purchased the butcher shop of C. McConnell at Huntley, Neb.

The meat market of Wm. Herm at Hettlinger, N. D., has been destroyed by fire.

J. P. Gardell and R. A. Atkin have opened a new meat market at Minatare, Neb.

A new meat market will be opened shortly by a Mr. Zulsdorf at Pillager, Minn.

Louis Kehoe has engaged in the meat business at Montrose, Mich., coming from Olivet.

J. C. McConnell has been succeeded in the meat business by Tom Powell at Huntley, Neb.

Francis Moore and Richard Farmer, Jr., have purchased H. O. Spring's market at Marion, O.

L. A. Saffer will make extensive improvements to his City meat market at Dustin, Okla.

G. A. Perkins has been succeeded in the meat business by W. H. Yocom at Bonner Springs, Kas.

Jack Overless has engaged in the meat business at 105 East Second street, Bartlesville, Okla.

C. E. Dodge has disposed of the Gem meat market at Shoshone, Ida., to F. M. Rugg of California.

Elmer Hoyt has purchased the meat business of his brother, R. C. Hoyt, at Junction City, Kas.

Hunt & Hester, of Beaver City, Neb., have purchased the meat market of Mr. Peterson at Axtell, Neb.

Frank Tonelli and M. E. Borsini will open shortly as the International Grocery & Market, at Beloit, Wis.

Thomas Powell has purchased the interest of Jas. McConnell in the McConnell meat market at Huntley, Neb.

John Fass has succeeded Franz Lesser in the proprietorship of the latter's meat market at Talmage, Neb.

The Bartlesville meat market, of which J. P. Sutton is manager, is now located at 219 East Third, Bartlesville, Okla.

C. R. Wilson and O. Wilson have purchased the Colville meat market from C. F. Corbett and C. Vinge at Colville, Wash.

Idaho Falls, Ida.—J. A. Kramer and Carl Wolff have purchased the interest of Frank Heffley in the Peoples meat market at Idaho Falls, Ida.

THE NATIONAL PROVISIONER

KENYON SUBSTITUTE BILL.

(Continued from page 21.)

Following is a brief analysis of the measure:

What the New Bill Contains.

Section 3 of the bill provides for the creation of a Federal Live Stock Commission of three members, to be appointed by the President, and to hold office for terms of 5 years, with salaries fixed at \$10,000 each, a secretary at \$5,000, and a full staff of employees.

Section 5 provides for taking away from the Federal Trade Commission all authority over persons or firms covered by this bill. The Federal Live Stock Commission is given the same duties and powers as the Federal Trade Commission in enforcing the law. It is also given duties heretofore performed by the Bureau of Markets in investigating livestock supply, distribution, consumption, prices, etc., and is to furnish statistics to the public on these lines. Section 8 gives the Commission power to summon witnesses and call for books and records, etc.

Section 13 makes it unlawful for any packer to engage in any unfair practice, to apportion livestock supplies or meat products with other packers, or to do anything to monopolize the markets. It also forbids packers engaging in any other business than that of handling meat products "where the effect of such participation in such business may be substantially to lessen competition in such foodstuffs." Packers must not divide territory or sales, or otherwise combine to affect markets.

Section 14 compels all packers to dispose of all their stockyards interests within two years.

Section 16 gives the Commission authority to make any regulations it sees fit to control the handling of foodstuffs and commodities other than meat products by any packer, and may cause him to refrain from such business whenever it sees fit to do so.

Section 17 requires packers and others to keep books and make reports to the Commission in such form as it may prescribe, and gives agents of the Commission authority to enter packers' premises and inspect their books and records at any time.

Section 22 provides the manner in which a packer may appeal to the courts from an order of the Commission. The U. S. Circuit Court of Appeals is given exclusive jurisdiction to review the orders of the Commission on such appeals. Fines of from \$500 to \$10,000 are provided for any packer who violates an order.

The So-Called "Voluntary" Registration.

Section 26 provides for "voluntary registration of packers and stockyards." Instead of putting all packers and others under license, the bill proposes a voluntary form of registration. By applying for a certificate of registration to carry on business the packer or other applicant

must agree to abide by all the rules and regulations of the commission, on pain of having his certificate withdrawn. This section in full is as follows:

Sec. 26 (a) The Commission may, upon application by any individual, partnership, or corporation, issue to such applicant a certificate of registration to engage in or carry on, under this Act, the business, whether in interstate or foreign commerce, or both, of conducting or operating stockyards, or slaughtering livestock, or processing, preserving, or storing livestock products or perishable foodstuffs, provided that—

(1) The location, character, and extent of the grounds, buildings, and other facilities provided or to be provided by the applicant are found suitable and adequate for the proper conduct of the business sought to be registered; and

(2) The financial resources, credit, and standing of the applicant are sufficient to assure the safe conduct of the business; and

(3) The applicant agrees as a condition to the granting of the certificate of registration to comply with and abide by the provisions of this section and the rules, regulations, and orders made hereunder. The certificate shall not be assignable, except with the approval of the commission, and shall be valid for such period as may be prescribed in rules and regulations made by the commission.

What the Packer Who Registers Must Do.

(b) It shall be the duty of every registrant:

(1) To provide and maintain or secure, when necessary and practicable, adequate railroad connections with its place of business;

(2) To furnish the services and facilities of its business on fair and reasonable terms and without unjust discrimination to persons applying for such service and facilities; provided, that it shall set aside such portion of the facilities of its business, as determined by the commission, as may reasonably be necessary to accommodate small shippers and local patrons;

(3) To impose only such charges and rates as are reasonable for the service or facility afforded; foodstuffs received or

(4) To exercise such care of the livestock, livestock products, or perishable foodstuffs handled by it as may be necessary to prevent undue loss in connection therewith;

(5) To maintain sanitary conditions in the conduct of its business;

(6) To refrain from unfairly discriminatory or deceptive practices or devices in the conduct of its business;

(7) To keep complete and accurate accounts and records of its business and to submit reports when called for and in such form as may be prescribed by the commission; and

(8) Otherwise to conduct its business in such manner as may be prescribed in rules, regulations, and orders issued under this section by the commission to carry out the purposes hereof.

(c) Reports of registrants, when filed with the commission, shall be open to public inspection. The commission may from time to time cause inspections to be made of the places of business and operations of registrants to determine their compliance with the provisions of this section and the rules, regulations, and orders issued hereunder.

Duties of the Commission.

(d) It shall be the duty of the commission to—

(1) Prepare standardized plans and specifications for grounds, buildings, and

other facilities suitable for the business conducted or to be conducted by registrants, and to furnish such plans and specifications free of charge to such registrants or to applicants for certificates of registration who have given assurances of undertaking the construction and operation of such buildings and facilities;

(2) Furnish to registrants reports embodying existing knowledge concerning satisfactory and economical appliances and methods of food preservation by cold storage, freezing, cooking, and dehydration, or otherwise, and of all improvements in the art, and to detail persons experienced in such art to consult and advise with registrants;

(3) Cooperate with registrants in procuring for them adequate services by common carriers, by rail or otherwise, including provision for special cars needed in the proper transportation of livestock, livestock products, or perishable foodstuffs;

(4) Furnish to registrants all available information as to supplies of foodstuffs handled by such registrants and the location and movement and transportation costs of such foodstuffs;

(5) As far as practicable, when requested by any such registrant, provide for the inspection by agents of the commission of the livestock, livestock products, or perishable distributed by such registrant to determine the quality, quantity, of condition thereof, and for the issuance by such agents of certificates showing the results of such inspection; and in the conduct of such inspections to co-operate with duly authorized local authorities. Such certificates shall be accepted in the courts of the United States and of the states as prima facie evidence of the quality, quantity, or condition at the time and place of inspection of the livestock, livestock products, or perishable foodstuffs covered thereby.

(e) No registrant shall take title to any livestock, livestock products, or perishable foodstuffs handled by such registrant except under such conditions as may be prescribed in the rules, regulations, and orders issued under this section. The commission shall administer and enforce the provisions of this section and of all rules, regulations, and orders which it may issue hereunder.

(f) Any certificate of registration issued under this section may be suspended or revoked by the commission for any violation of this section or of any rule, regulation, or order issued hereunder, under such procedure as the commission may prescribe. Every person who shall forge, alter, counterfeit, or, without proper authority, use any certificate of registration issued under this Act, shall be guilty of a misdemeanor and on conviction shall be punished by a fine of not more than \$500 or by imprisonment for not more than six months, or by both such fine and imprisonment.

Plan to Pool Refrigerator Cars.

Section 27 refers to refrigerator cars, and requires all common carriers to furnish such cars to any applicant upon request in numbers sufficient to meet the reasonable needs of the applicant. All refrigerator cars must be owned by the railroads, and privately-owned cars cannot be hauled by the roads under this law, except on the condition that all such cars shall be at the disposal of any applicant upon reasonable request. Owners of private cars must make agreements with the railroads to this effect.

Our Tongues Speak for us

BERNARD S. PINCUS

Manufacturer and Wholesale Dealer in BOLOGNA SAUSAGES, TONGUES, CORNED BEEF, SPICED BEEF, Etc.

Manufacturer of FINE BEEF SALAMI Under U. S. Government Inspection

222 North Delaware Avenue, PHILADELPHIA, PA.

January 10, 1920.

New York Section

Vice President Guy C. Shepard of the Cudahy Packing Co. was in New York last week.

W. A. Johns, manager of Swift & Company's Jersey City plant, was in Chicago this week.

L. M. Lester, of Swift & Company's beef department, Chicago, was in New York this week.

President F. L. Bisbee of the Joseph Stern & Son Co. has returned from a fortnight's visit to his old home in Chicago.

General Superintendent W. B. Farris of Morris & Co., and E. S. Waterbury, of the executive staff, were in New York last week.

D. I. Davis, the well-known packing house architect and engineer, now on the Swift staff, sailed last week for South America.

Terry M. Finn, packinghouse broker, of No. 90 Wall street, is on a visit in the West. He was married to Miss Anita Toland at Kansas City, Mo., on December 31st.

A. C. Dean, joint managing director of the Swift Beef Company of England, has been spending the holidays in this country, accompanied by Mrs. Dean. Mr. Dean was for many years head of Swift & Company's credit department in New York and has hosts of warm friends here.

C. S. Beatty, of Swift & Company's canned goods department, Central Office, returned to New York this week after spending two weeks' vacation in Topeka, Kansas.

The annual entertainment and ball of the East Side Branch, United Master Butchers of America, will take place at the Palm Garden in East 58th street on the night of Jan. 14.

V. D. Skipworth, vice-president of Wilson & Co., Chicago, E. B. Kitzinger of the purchasing department, and A. A. Dacey of the beef department, were visitors in New York this week.

Oscar Mayer & Company, the Chicago packers, opened their commodious new branch house quarters at 465 Greenwich street last week, where they are making a specialty of a full line of their famous canned meats.

Sam Grabenheimer, cattle buyer for Wilson & Company, from Kansas City, was in New York for the past ten days on business. Sam is surely one "genial gent," and knows all about cattle, not to mention cigars.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, January 3rd, 1920, on shipments sold, ranged from 12.51 cents to 22.00 cents per pound, and averaged 16.61 cents per pound.

Arthur Dyer, the New York provision broker, has been one of the chief factors in the agitation for a speedy ratification of the peace treaty. Arthur saw the necessity of ratifying before the country could get down to business, and he has been working overtime on this propaganda, with good results.

Andreas Knudson, representing B. Stilling Anderson, Inc., in Copenhagen, reached New York at Christmas time. He will make his headquarters at the New York office in the Woolworth building and expects to remain in this country for some time. Mr. Knudson is a business man of the up-to-date kind, who has the market price of every kind of foodstuff at his fingers' ends.

Friends of W. L. McCauley, formerly superintendent of the United Dressed Beef Company's plant in New York, and now in charge of foreign plants for Swift International, will be glad to learn that he has almost entirely recovered from a recent severe operation, and is again attending to business at his Chicago office. Mr. McCauley only returned from an extended trip to Australia in November.

A strike of disgruntled packinghouse branch employees, involving a small percentage of cutters and luggers, was declared effective here last Tuesday. The men are among those who settled their grievances recently in accordance with an agreement which they now repudiate. The strike, however, is insignificant and is not interfering with operations. Packinghouses affected report they are working on regular schedule.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during week ending Dec. 27, 1919: Meat—Manhattan, 7,430 lbs.; Brooklyn, 14,284 lbs.; Queens, 15 lbs. Total, 21,729 lbs. Fish—Manhattan, 6,245 lbs.; Brooklyn, 2 lbs. Total, 6,247 lbs. Poultry and Game—Manhattan, 6,470% lbs.; Brooklyn, 17 lbs. Total, 6,487% lbs.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during week ending Jan. 3, 1920: Meat—Manhattan, 1,820 lbs.; Brooklyn, 6,401 lbs.; The Bronx, 558 lbs.; Queens, 135 lbs.; Richmond, 100 lbs. Total, 9,014 lbs. Fish—Manhattan, 11,220 lbs.; Brooklyn, 2 lbs.; The Bronx, 25 lbs. Total, 11,249 lbs. Poultry and Game—Manhattan, 3,886 lbs. Total, 3,886 lbs.

New York has no monopoly on handsomely fitted-up markets by any means. In Charlotte, N. C., Felix Haymann has an establishment that for handsome fixtures, quality goods and volume of business is said to compare favorably with any market in the country. It is all plate glass and marble fittings, and artistically fitted show-windows that are real "silent salesmen." Mr. Haymann spent ten days in New York recently on a business trip, combined with a wee bit of pleasure, and expresses him-

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Jan. 8, 1920, as follows:

| | Chicago. | Boston. | New York. | Philadelphia. |
|-------------------------------|---------------|---------------|---------------|---------------|
| Fresh Beef— | | | | |
| Steers: | | | | |
| Good | \$20.00@24.00 | \$20.00@22.00 | \$19.00@22.00 | \$20.00@21.00 |
| Medium | 16.50@19.50 | 18.50@19.00 | 17.00@19.00 | 18.00@20.00 |
| Common | 14.00@16.00 | 16.00@17.00 | 14.00@16.00 | 15.00@17.00 |
| Cows: | | | | |
| Good | 16.00@17.50 | 15.50@16.50 | 16.00@17.00 | 16.00@17.00 |
| Medium | 14.50@16.00 | 14.50@15.00 | 14.00@15.00 | 15.00@16.00 |
| Common | 12.50@14.00 | 13.50@14.00 | 12.50@14.00 | 13.00@15.00 |
| Bulls: | | | | |
| Good |@..... | 13.00@14.00 | 12.00@14.00 |@..... |
| Medium |@..... | 12.50@13.00 | 11.00@12.00 | 12.00@13.00 |
| Common | 9.50@10.50 | 12.00@12.50 | 10.00@10.50 | 10.00@11.00 |
| Fresh Lamb and Mutton: | | | | |
| Lambs: | | | | |
| Choice | 29.00@30.00 | 28.00@29.00 | 27.00@29.00 | 30.00@29.00 |
| Good | 28.00@29.00 | 27.00@28.00 | 25.00@26.00 | 28.00@29.00 |
| Medium | 25.00@27.00 | 26.00@27.00 | 22.00@24.00 | 26.00@28.00 |
| Common | 22.00@25.00 | 22.00@24.00 | 20.00@21.00 | 20.00@25.00 |
| Yearlings: | | | | |
| Good | 25.00@26.00 |@..... |@..... |@..... |
| Medium | 23.00@25.00 |@..... |@..... |@..... |
| Mutton: | | | | |
| Good | 17.00@19.00 | 14.00@16.00 | 16.00@17.00 | 17.00@18.00 |
| Medium | 15.00@16.50 | 13.00@14.00 | 14.00@15.00 | 15.00@17.00 |
| Common | 12.00@15.00 | 12.00@13.00 | 10.00@12.00 | 12.00@15.00 |
| Fresh Veal— | | | | |
| Choice | 28.00@29.00 |@..... | 28.00@31.00 |@..... |
| Good | 26.00@28.00 |@..... | 26.00@28.00 | 22.00@24.00 |
| Medium | 24.50@26.00 | 14.00@16.00 | 22.00@24.00 | 18.00@20.00 |
| Common | 21.00@23.00 | 18.00@20.00 | 20.00@22.00 | 20.00@22.00 |
| Fresh Pork Cuts— | | | | |
| Loins: | | | | |
| 8-10-lb. average..... | 25.50@27.00 | 25.00@25.50 | 24.00@26.00 | 25.00@26.00 |
| 16-12-lb. average..... | 24.50@26.00 | 24.00@25.00 | 23.00@24.00 | 24.00@25.00 |
| 12-14-lb. average..... | 23.00@24.50 | 22.00@23.00 | 22.00@23.00 | 23.00@24.00 |
| 14-lb. over..... | 21.00@23.00 | 18.00@20.00 | 20.00@22.00 | 20.00@22.00 |
| Shoulders: | | | | |
| Skinned | 19.00@20.50 |@..... | 21.00@22.00 | 20.00@22.00 |
| Picnics: | | | | |
| 4-6-lb. average..... | 18.50@20.00 | 18.50@19.00 | 21.00@22.00 | 20.00@21.00 |
| 6-8-lb. average..... | 17.50@19.00 | 17.00@18.00 | 18.00@20.00 | 18.00@20.00 |
| 8-lb. over..... | 16.00@18.00 | 16.00@17.00 |@..... |@..... |
| Butts: | | | | |
| Boneless |@..... |@..... | 23.00@25.00 |@..... |
| Boston style | 21.50@23.00 |@..... | 22.00@23.00 | 23.00@25.00 |

*Veal prices "hide on" at Chicago and New York.

Ussesa Sales Co. Wins Patent Suit

So-called Loeb patents owned by The National Sanitary Service Co., of Chicago, declared invalid. Schilling Patent No. 1,192,569 controlled by our company declared valid and infringed by National Sanitary Service Company.

The Schilling Patent No. 1,192,569, dated July 25, 1916, under which we manufacture our machines, was declared valid by the United States District Court for the Southern District of New York, by the opinion of Hon. John C. Knox, Judge of that Court, filed in New York City on December 29, 1919. By the same opinion, the so-called Loeb patents under which the National Service Co., of Chicago, has been operating, were declared invalid and National Sanitary Service Co. machines were held to be infringements of the Schilling patent controlled by this Company.

Notice is hereby given that all users of the machines made and sold by the National Sanitary Service Co. are infringing the above named Schilling Patent and that it is the intention of this Company to enforce its rights under this patent.

USSESA SALES COMPANY

(Kramer-Schilling System for Grease Recovery)

Room 1005, 128 Broadway

NEW YORK CITY

self as fairly well satisfied with the way New York is conducted.

Mason Harker, manager of imports for a well-known New York importing and exporting company, has resigned his position to accept the office of president and managing director of the United Mercantile Company of New York and Boston. Mr. Harker has been identified with the import and export commission business for several years, both in New York and London, and has a wide acquaintance among the import and export trade, as well as the large domestic users of vegetable oils and fats. The United Mercantile Company, Inc., with which Mr. Harker is now identified, is a company organized in Boston in 1916, having for its original incorporators several large merchants, bankers and dealers in raw, crude and refined products, and has been successful at both its New York and Boston offices in the import, export and domestic trade. Beginning January 1st, the main offices of the company were removed from Boston and established at 25 Beaver street, New York, where the company has arranged to take over the New York office of the N. S. Wilson Company, Boston, and represent this concern in New York for the time being. The Boston office of the United Mercantile Company will be continued as a branch. In addition to import and export, Mr. Harker will establish a separate department for handling oils, fats, chemicals, both crude and refined, as well as other crude and refined products on a commission basis.

DURABILITY.

JACOB E. DECKER & SONS
PORK AND BEEF PACKERS AND PROVISION DEALERS
IOWA CITY, IOWA

MAIN OFFICE AND PACKING HOUSE
MASON CITY, IOWA
BRANCHES
MINNEAPOLIS
ST. LOUIS
TENNESSEE
LITTLE ROCK
MEMPHIS
DETROIT
NEW ORLEANS
DES MOINES

JACOB E. DECKER PRESIDENT
J. E. DECKER VICE PRESIDENT
J. E. DECKER JR. SECRETARY

IOWA CITY, IOWA
Oct. 24th, 1919.

Jones Superior Machine Co.,
1258 W. North Ave.,
Chicago, Ill.

Gentlemen:

Replies to your letter of the 16th, beg to advise
that we have two of your hand saws in our plant. One of these saws
has been in our plant for about fifteen years and is still doing
business.

Yours very truly,

JACOB E. DECKER & SONS
Jacob E. Decker
Vice President.

ONE OF THE QUALITIES OF
"SUPERIOR"
PRODUCTS

NEW YORK MARKET PRICES

LIVE CATTLE.

| | |
|--------------------------|-------------|
| Steers, common to choice | 10.50@15.50 |
| Oxen | 6.75@13.00 |
| Bulls | 7.00@11.25 |
| Heifers | 10.40@11.75 |
| Cows | 4.00@10.00 |

LIVE CALVES.

| | |
|-------------------|-------------|
| Calves, prime | 18.50@19.25 |
| Calves, grassers | 7.00@ 9.00 |
| Calves, fed | 7.00@13.00 |
| Calves, culs | 12.00@16.00 |
| Calves, yearlings | 6.00@ 7.25 |
| Calves, Western | 7.00@11.25 |

LIVE SHEEP AND LAMBS.

| | |
|-----------------------------|-------------|
| Lambs, prime | 16.50@19.35 |
| Lambs, common to good | 12.25@15.50 |
| Lambs, culs | 10.00@12.00 |
| Lambs, yearlings | 12.00@16.00 |
| Sheep, wethers | 8.75@11.25 |
| Sheep, ewes, prime | 8.25@ 9.75 |
| Sheep, ewes, common to good | 6.25@ 9.00 |
| Sheep, culs | 3.50@ 5.75 |

LIVE HOGS.

| | |
|----------------|--------|
| Hogs, heavy | @15.25 |
| Hogs, medium | @15.50 |
| Hogs, 140 lbs. | @15.50 |
| Pigs | @15.00 |
| Roughs | @12.00 |

DRESSED BEEF.

| | |
|------------------------|--------|
| CITY DRESSED. | |
| Choice native, heavy | 25 @27 |
| Choice native, light | 24 @26 |
| Native, common to fair | 18 @23 |

WESTERN DRESSED BEEF.

| | |
|------------------------|------------|
| Choice native heavy | 30 @32 |
| Choice native light | 26 @27 |
| Native, common to fair | 22 @22 |
| Choice Western, heavy | 22 @22 |
| Choice Western, light | 19 @19 |
| Common to fair, Texas | 18 @16 |
| Good to choice heifers | 24 @24 |
| Common to fair heifers | 21 @21 |
| Choice cows | 16 @16 |
| Common to fair cows | 12 @14 |
| Fresh Bologna bulls | 13 @13 1/2 |

BEEF CUTS.

| | Western. | City. |
|----------------------|----------|--------|
| No. 1 ribs | @32 | 34 @36 |
| No. 2 ribs | 22 | 30 @32 |
| No. 3 ribs | @16 | 26 @28 |
| No. 1 loins | 35 | 40 @42 |
| No. 2 loins | 24 | 36 @38 |
| No. 3 loins | 20 | 32 @34 |
| No. 1 hinds and ribs | 32 | 31 @33 |
| No. 2 hinds and ribs | 28 | 26 @30 |
| No. 3 hinds and ribs | 22 | 21 @25 |
| No. 1 rounds | 21 | 22 @22 |
| No. 2 rounds | 17 | 21 @21 |
| No. 3 rounds | 15 | 20 @20 |
| No. 1 chuck | 18 | 20 @20 |
| No. 2 chuck | 15 | 15 @15 |
| No. 3 chuck | 13 | 16 @16 |

DRESSED CALVES.

| | |
|---|--------|
| Veals, city dressed, good to prime, per lb. | 22 @28 |
| Veal country dressed, per lb. | 28 @29 |
| Western calves, choice | 28 @28 |
| Western calves, fair to good | 24 @24 |
| Grassers and buttermilks | 18 @20 |

DRESSED HOGS.

| | |
|----------------|------------|
| Hogs, heavy | 22 @23 |
| Hogs, 180 lbs. | 22 @23 |
| Hogs, 160 lbs. | 22 1/2 @23 |
| Hogs, 140 lbs. | 23 @24 |
| Pigs | 24 @25 |

DRESSED SHEEP AND LAMBS.

| | |
|-----------------------|--------|
| Lambs, choice spring | 28 @29 |
| Lambs, choice | 23 @24 |
| Sheep, choice | 16 @17 |
| Sheep, medium to good | 13 @14 |
| Sheep, culs | 12 @13 |

PROVISIONS.

| | |
|---------------------------------|--------|
| (Jobbing Trade.) | |
| Smoked hams, 10 lbs. avg. | 30 @31 |
| Smoked hams, 12 to 14 lbs. avg. | 30 @31 |
| Smoked picnics, light | 27 @28 |
| Smoked picnics, heavy | 20 @21 |
| Smoked shoulders | 22 @23 |
| Smoked beef tongue, per lb. | 45 @52 |
| Smoked bacon (rib in) | 35 @36 |
| Dried beef strips | 45 @52 |
| Pickled hams, heavy | 35 @30 |

FRESH PORK CUTS.

| | |
|---------------------------|--------|
| Fresh pork loins, city | @28 |
| Fresh pork loins, Western | @26 |
| Frozen pork loins | 6 @6 |
| Fresh pork tenderloins | 55 @52 |
| Frozen pork tenderloins | 55 @50 |
| Shoulders, city | @23 |

THE NATIONAL PROVISIONER

DRESSED POULTRY.

Turkeys—Dry packed—

| | |
|--------------------------------------|--------|
| Maryland, selected | 54 @54 |
| Maryland, fair to good | 50 @54 |
| Maryland, old toms | 44 @44 |
| Maryland, old hens | 47 @49 |
| Western, hens and toms, selected | 52 @52 |
| Western, fair to good | 46 @48 |
| Kentucky and Tennessee, selected | 48 @49 |
| Kentucky and Tennessee, fair to good | 43 @46 |
| Texas, selected | 43 @46 |
| Texas, fair to good | 43 @46 |
| Western, old hens | 46 @48 |
| Western, old toms | 43 @43 |
| Turkeys—Live— | |
| Western, hens and toms, selected | 46 @47 |
| Western, fair to good | 42 @43 |
| Southern, selected | 46 @47 |
| Southern, fair to good | 42 @44 |

Chickens—Fresh, dry packed, 12 to box—

| | |
|--|--------|
| W'n, milk fed, 16 lbs. and under doz. | 46 @47 |
| W'n, milk fed, 17 to 24 lbs. to doz. | 44 @45 |
| W'n, milk fed, 25 to 30 lbs. to doz. | 45 @46 |
| W'n, milk fed, 31 to 36 lbs. to doz. | 44 @45 |
| W'n, milk fed, 37 to 42 lbs. to doz. | 44 @45 |
| W'n, milk fed, 43 to 47 lbs. to doz. | 44 @45 |
| W'n, corn fed, 18 lbs. & under to doz. | 42 @43 |
| W'n, corn fed, 19 lbs. & under to doz. | 42 @43 |
| W'n, corn fed, 20 to 24 lbs. to doz. | 42 @43 |
| W'n, corn fed, 21 to 36 lbs. to doz. | 42 @43 |
| W'n, corn fed, 37 to 42 lbs. to doz. | 42 @43 |
| W'n, corn fed, 43 to 47 lbs. to doz. | 42 @43 |

Chickens—Fresh, dry packed, barrels—

| | |
|---|--------|
| W'n, milk fed, 3 to 4 lbs. to pair, lb. | 41 @42 |
| W'n, corn fed, 3 to 4 lbs. to pair, lb. | 38 @39 |
| W'n, corn fed, 5 to 6 lbs. to pair, lb. | 30 @30 |
| W'n, scalped, mixed sizes, lb. | 29 @30 |
| W'n, scalped, mixed sizes, lb. | 29 @30 |
| Va., milk fed, 3 to 4 lbs. to pair, lb. | 37 @38 |
| Va., milk fed, 5 to 7 lbs. to pair, lb. | 39 @40 |
| Philadelphia, mixed weights, lb. | 40 @40 |
| Nearby Jersey and L. I., mxd. wts., lb. | 35 @35 |
| State and Pa., mxd. weights, lb. | 32 @32 |

| | |
|---------------------------------------|------------|
| Fowls—Fresh and dry packed, milk fed— | |
| Western, 60 lbs. and over to dozen. | 35 @35 1/2 |
| Western, 48 to 59 lbs. to dozen. | 34 @34 1/2 |
| Western, 43 to 47 lbs. to dozen. | 30 @31 |
| Western, 36 to 42 lbs. to dozen. | 29 @29 1/2 |
| Western, 30 to 35 lbs. to dozen. | 26 @27 |
| Western, under 30 lbs. to dozen. | 25 @26 |

Old Cock—Fresh—Dry packed, barrels—

| | |
|---------------------------|-----|
| Dry-picked No. 1 | @24 |
| Western, scalped, per lb. | @23 |

Ducks—Fresh, dry packed—

| | |
|--------------------------------|-----|
| Long Island and Penn., spring. | @41 |
|--------------------------------|-----|

Other Poultry—

| | |
|---------------------------------------|--------|
| Squabs, prime, white, 10 lbs. to doz. | @12.00 |
|---------------------------------------|--------|

LIVE POULTRY.

| | |
|---------------------------------------|--------|
| Spring chickens, via freight, per lb. | @30 |
| Chickens, via express, per lb. | 28 @33 |
| Fowls, via freight, light | @ |
| Fowls, via freight, heavy | @ |
| Roosters, old | @22 |
| Turkeys, via freight | @ |
| Geese, via express | @ |
| Ducks, Long Island, per lb. | @40 |

EGGS.

| | |
|--|--------|
| Fresh gathered, extras, per dozen. | @83 |
| Fresh gathered, extra firsts. | 81 @82 |
| Fresh gathered, firsts. | 78 @80 |
| Fresh gathered, seconds. | 68 @77 |
| Fresh gath. checks, good to choice, dry. | @ |
| Fresh gathered, checks, undergrades. | @ |

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

| | |
|---|----------------|
| Bone meal, steamed, 3 and 50, per ton | 40.00 |
| Bone meal, raw, per ton | @55.00 |
| Dried blood, high grade | @ 7.85 |
| Nitrate of soda—spot. | @ 3.10 |
| Bone black, discard, sugar house del. New York | nom. 40.00 |
| Ground tankage, N. Y., 9 to 13 per cent ammonia | 7.25 and 10.00 |
| Garbage tankage | 10.00 |
| Fish scrap, dried, 11 per cent ammonia and 16 per cent bone phosphate, delivered, Baltimore | 7.00 and 10.00 |
| Lime | 7.75 and 50¢ |
| Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (85c. per unit available phosph. acid). | — |
| Sulphate ammonia, for shipment, per 100 lbs. guar., 25 per cent. | 4.75 |
| Sulphate ammonia, per 100 lbs. spot guar., 25 per cent. | 4.75 |

